HARDWARE AND METAL

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POCKET KNIVES

H. BOKER & COS

IMPROVED

TREE BRAND

TRADE MARK

RAZORS CUTLERY SCISSORS

For Sale by Leading Wholesale Hardware Houses

Is It Worth Your While

introducing "Just as Good" brands that will not give

"QUEEN'S HEAD"

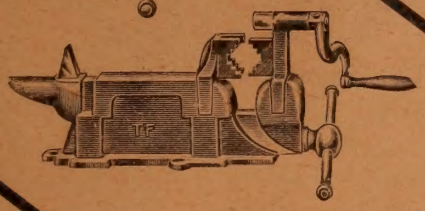
brand satisfaction?

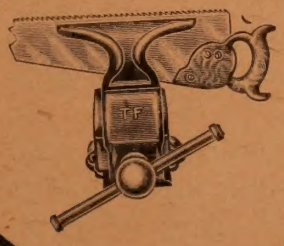
CANADA

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch







COMBINATION ANVIL AND VISE

All parts are made from selected materials, specially tempered.

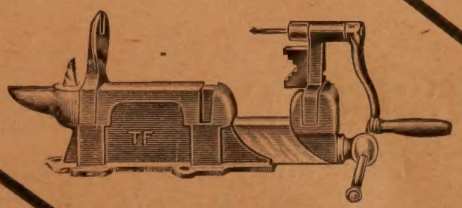
The extra parts are easily put on and taken off. There are no bolts or screws to get lost or become rusty.

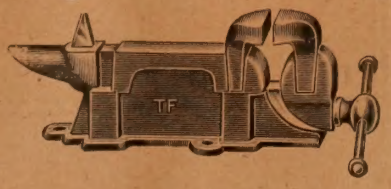
This combination cannot be equalled for quick sales and reasonably large profits. It needs but a display to make sales.

Write for Price List

No workshop is complete without a TAYLOR-FORBES No. 20 Vise. It combines all the advantages of Five Tools for the price of one and is a great time and labor saver of unexcelled quality.

By the use of its different combinations you have an anvil, a combination anvil and vise, a drill press, a saw clamp and a pipe vise—a repair shop in itself.





Taylor-Forbes, Co., Ltd.

Guelph, - Ontario

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig St. W. Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B. C; Harry F. Moulden—Travellers' Building, Winnipeg. Canadian United Mfrs. Agency, London, Eng.



Are You Helping Outfit The Vacation Grip ?

There is a tidy bit of business to be had in outfitting the camper, the fisherman, the summer-resorter and the tourist—but it's business you must work up.

There are so many things a man would take along, if he thought of them! It's up to you to bring them to his attention—to feature them in your windows and in your newspaper advertising.

First of all, of course, stands the GILLETTE Safety Razor. It's a necessity, as well as a luxury, to the man who appreciates real comfort. Wherever morning finds him—in lurching cabin or swaying Pullman—on the back porch or beside a convenient stump—he can enjoy his three-minute GILLETTE shave with solid satisfaction.

Then there are hunting outfits and fishing tackle—paint, rope and fittings, or perhaps gasoline, for his boat—tents, camp stoves and cooking utensils—baseball, lacrosse and tennis supplies.

Try a "Vacation Suggestions" window trim—and don't forget to feature the one thing needful for every vacation wanderer or stay-at-home—the GILLETTE Safety Razor.

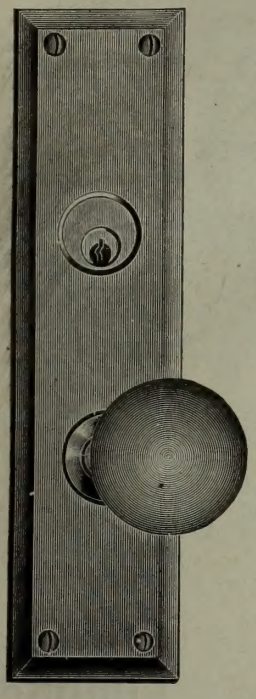
The Gillette Safety Razor Co., of Canada, Limited

Office and Factory—63 St. Alexander Street, MONTREAL

Offices also in New York, Chicago, London, England, and Shanghai, China.
Factories in Montreal, Boston, Leicester, Berlin and Paris.

TRADE Gillette MARK
KNOWN THE WORLD OVER

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

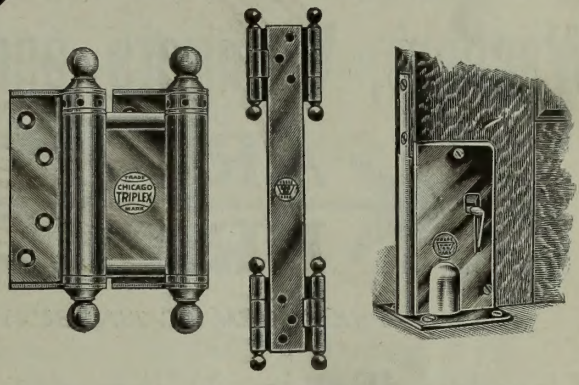
line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

Send for Catalogue M 26



Are You Ready to Deliver

LIGHTNING AND BLIZZRAD FREEZERS?

There will be a greater demand than ever this season, for we are advertising them more extensively to both dealer and consumer than ever before in the history of the business.

Dealers and Householders have learned

that the Lightning and Blizzard Freezers make the finest cream with the least outlay in time, effort and material of any Freezer made and will stand good hard use season after season.



Better write Your jobber at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

SIGNS OF QUALITY

ON GOOD

Washers, Wringers and Churns

ARROW BRAND

YOU'LL SEE THEM AT THE BUSY STORES



They're Trade Winners. No other line begins to equal them for Quality, Distinctiveness, Finish or Salability.

THEY MEAN PROFIT TO DEALER AND SATISFACTION TO USER

Eastern Agents, W. L. Haldimand & Son, Montreal, Que.

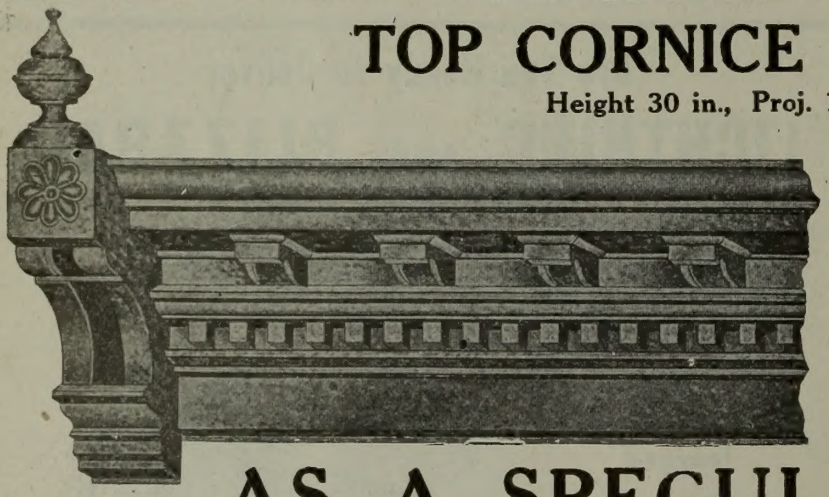
Western Agents, H. F. Moulden & Son, Winnipeg, Man.

CUMMER - DOWSWELL, Limited

HAMILTON, - ONTARIO

TOP CORNICE No. 8014

Height 30 in., Proj. 18 in.



A Handsome, Bold, Neat, Clear-cut Cornice, throwing deep, rich shadows.

AS A SPECULATION

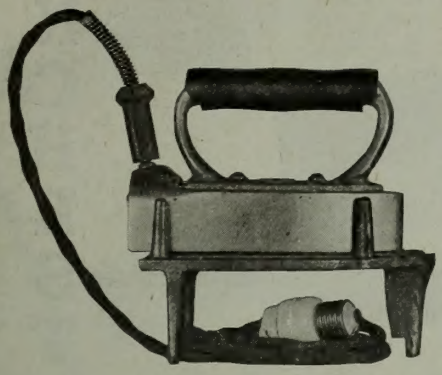
we made up a large quantity of this Cornice on our big new model power brake, and we made it to sell cheap. Let us quote on your requirements.

GET OUR CATALOGUE C-1 ON CORNICES, SKYLIGHTS, ETC., ETC.

THE GALT ART METAL CO., Limited, GALT, ONT.

MAKERS OF THE FAMOUS "GALT" SHINGLE.

ELECTRIC SAD IRONS



For General Household Ironing

No source of heat is better adapted to ironing than electricity and no Sad Iron better equipped to perform this work than the

B & M ELECTRIC SAD IRON

It banishes the hot, dirty and bothersome stove. It does away with smoke and unhealthy gas fumes and it saves countless, tiresome steps and physical and nervous energy.

The B & M ELECTRIC SAD IRON saves time--laboring, perspiring time

It permits ironing to be done at any time or in any room of the house.
It is simply a practical, economical, labor-saving tool.
It costs only 3 cents an hour at constant use, while on ordinary ironing the current is cut off about half the time.

Every Merchant will find it Profitable to Handle this Iron

B & M Electric Sad Iron—Weight, 7 lbs. for 110 volt current; Full Nickel-Plated Solid Cast Iron Bottom with Heavy Asbestos Sheet under Top Plate, keeping the Top and Handle Cool; Black Enamel Hardwood Handle. Has Hole in Back End for Heating Curling Iron. Has 6 ft. Flexible, Insulated Cord with Plug for attaching to Ordinary Electric Light Socket. Stand sent with Each Iron.

CHARCOAL IRONS

For Use of Tailors and for Large Family Ironing

The Sale of these Irons increases with each year.

These are English Made Goods of Superior Construction and Better Finish than those commonly offered.

SELF HEATING

Polished Cast Iron Base; Japanned and Decorated Hinged Top and Chimney; Ornamental Brass Shield; Varnished Hardwood Handle and Latch Knob.

It Will Pay You to Handle These Goods—Get Our Prices

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

RIFLES

SAVAGE

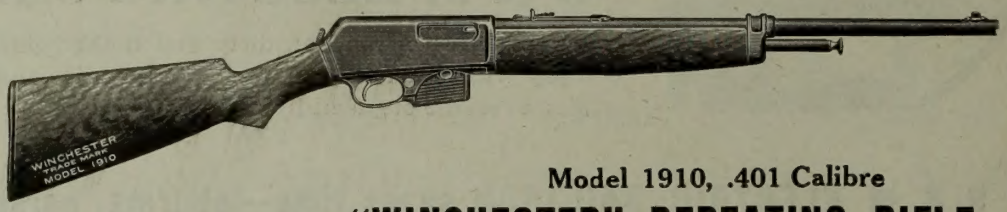
WINCHESTER



Model 1899

"SAVAGE" FEATHERWEIGHT RIFLE

Made in .30-30 and .303 Calibre



Model 1910, .401 Calibre

"WINCHESTER" REPEATING RIFLE

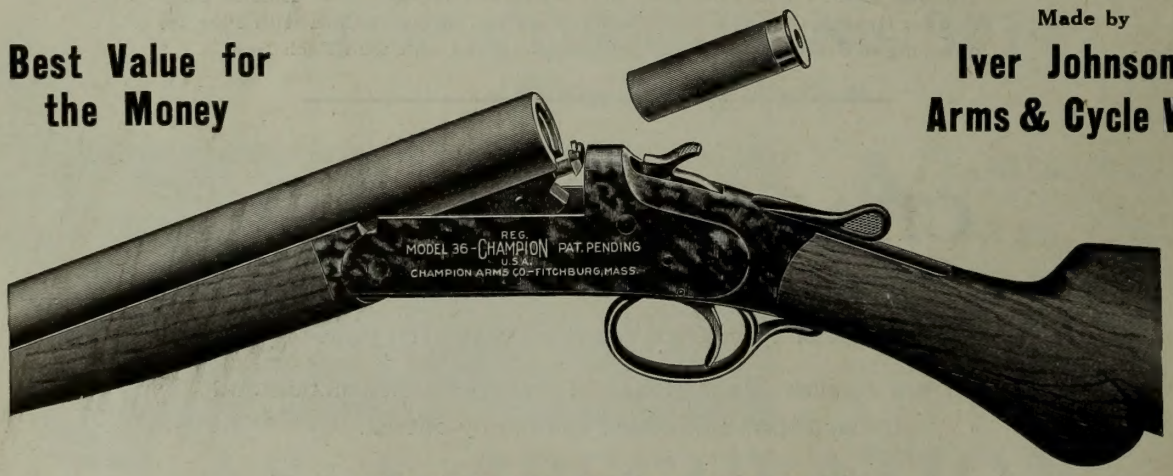
The Modern Up-To-Date Rifles are the "Winchester" and "Savage." They have many good selling points. Safe---Powerful---Accurate---Simple in Construction.

Champion Shotguns

Best Value for the Money

Made by

Iver Johnson's Arms & Cycle Wks.



"CHAMPION" SINGLE BARREL

In Plain and Automatic Ejector.

Plain—12, 16, 20 ga., 44. Automatic—12, 16, 20 ga.

See Sporting Goods Catalogue for Full Line.

We Ship Promptly. Write for Prices We Ship Promptly

FROTHINGHAM & WORKMAN,

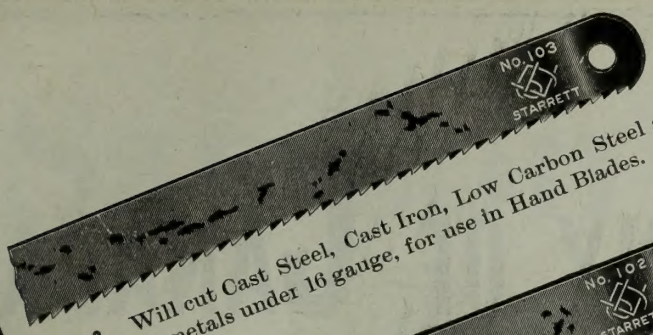
WHOLESALE HARDWARE and IRON MERCHANTS Limited

Montreal, - - - - - Canada

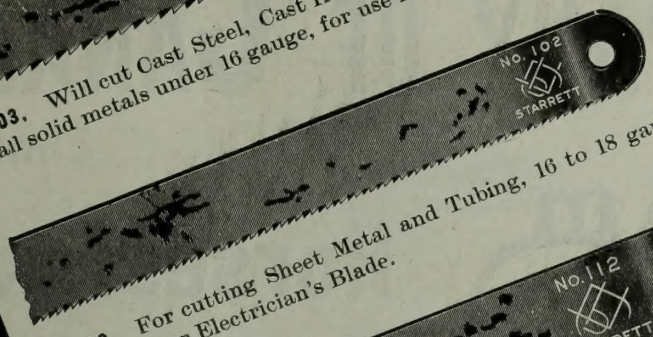
STARRETT

TUNGSTEN STEEL

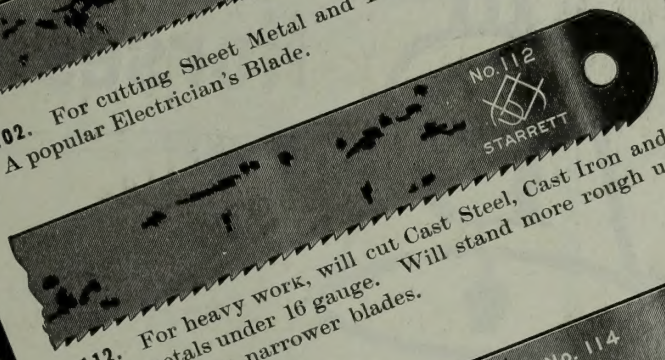
HACK SAWS



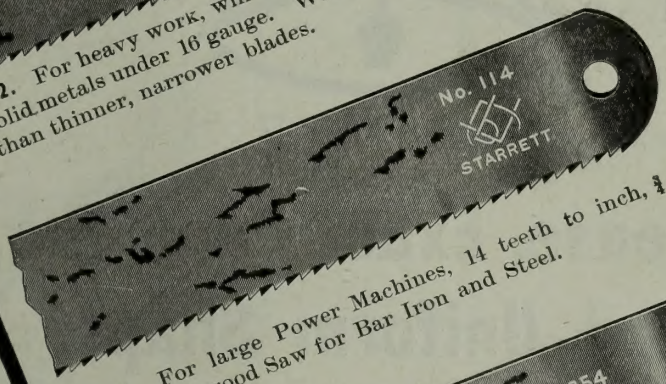
No. 103. Will cut Cast Steel, Cast Iron, Low Carbon Steel and all solid metals under 16 gauge, for use in Hand Blades.



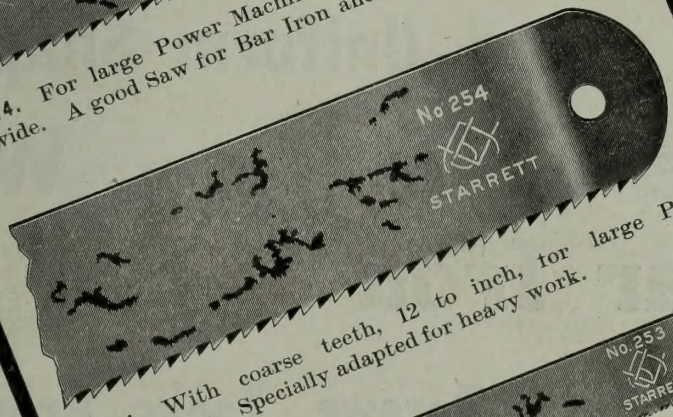
No. 102. For cutting Sheet Metal and Tubing, 16 to 18 gauge. A popular Electrician's Blade.



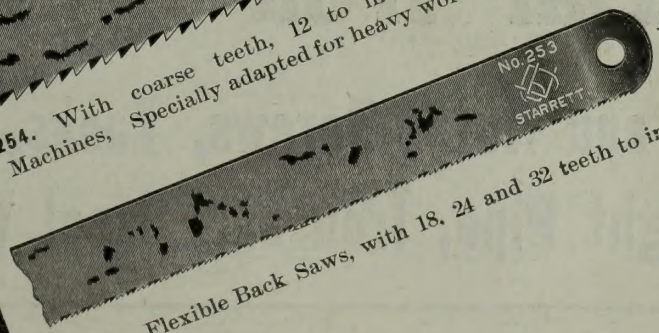
No. 112. For heavy work, will cut Cast Steel, Cast Iron and all solid metals under 16 gauge. Will stand more rough usage than thinner, narrower blades.



No. 114. For large Power Machines, 14 teeth to inch, ½ inch wide. A good Saw for Bar Iron and Steel.



No 254. With coarse teeth, 12 to inch, for large Power Machines, Specially adapted for heavy work.



No. 253. Flexible Back Saws, with 18, 24 and 32 teeth to inch.

ABSOLUTELY UNIFORM IN QUALITY AND TEMPER.

THE PECULIAR SETTING OF THE TEETH IN THESE SAWS GIVES THEM FULL STRENGTH. NO TOOTH BREAKAGE LIKE MOST BLADES.

THEY STAND UP TO ALL WORK A HACK SAW SHOULD DO.

THERE IS A

STARRETT

SAW FOR EVERY PURPOSE, EVEN SCREW-SLOTTING.

THEY CUT QUICKER AND LAST LONGER THAN OTHER SAWS.

ORDER BY NAME AND DO NOT ACCEPT SUBSTITUTES.

Made by **L. S. Starrett Co.,** THE TOOL PEOPLE

Sold by

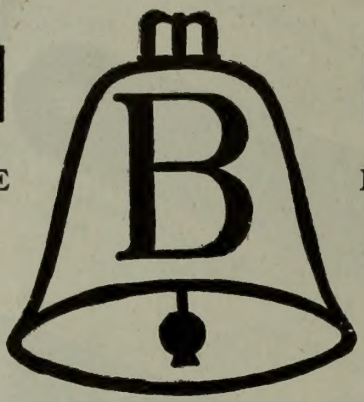
Caverhill Learmont & Co

MONTREAL AND WINNIPEG

The

STEEL COMPANY OF CANADA

Limited

Bell Brand TRADE  MARK **Horseshoes**

REGISTERED

Accurate Crease, Exact Punching, Correct and Uniform Shape.

Horse Nails **Wire Nails**

Bar Iron **Bar Steel**

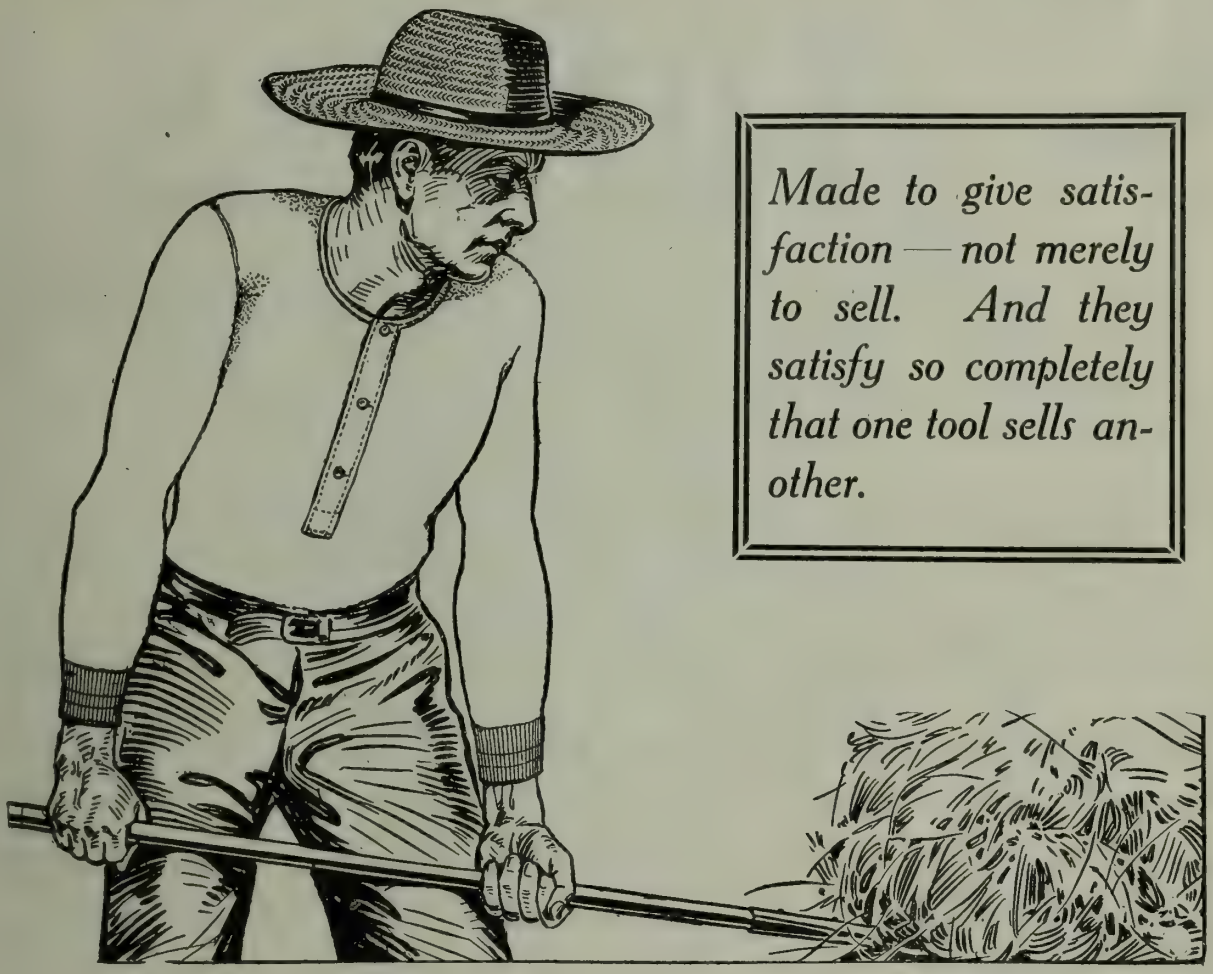
Bolts and Nuts, Screws, Tacks, Bright Wire Goods, Wrought Pipe, Iron and Steel Wire, Field Fencing.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

Samson Tools



Made to give satisfaction — not merely to sell. And they satisfy so completely that one tool sells another.

Repeat orders are coming to us at a good rate. Your stock may need attention. Order Samson Harvest Tools now. We aim to sell the best tools possible, and to have the quality in them to "make good."

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

C S G Co. CRESCENT BRAND

BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Davidson's Family Flour Cans



Fig 405

Round---with overlapping Covers. Can be supplied Plain White, Japanned, or in Assorted Colors.

Three Sizes, 25, 50 and 100 lbs.

The "Empire" Flour Can

TAKES UP LITTLE SPACE
MADE TO HANG ON WALL OR DOOR

Half Round Front, Flat Back, with hinge Cover
White Japanned finish and lettered in gold

Capacity..... 50 pounds
Dimensions ..... 18 in. high, 15 in. wide

WRITE FOR PRICES



Fig 405 A

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

"GET A RECEIPT"



Putting a Receipt in Every Parcel Benefits the Customer

It prevents disputes. Prevents overcharging.

Prevents mistakes in change. Stops mistakes in charge accounts.

Insures a proper record of money paid on account.

Gives information about special sales and new lines of goods handled by the merchant.

Protects children and servants by giving them a receipt to take home.

Shows which clerk waits on each customer, and in case goods are exchanged proves the price paid and date purchased.

Putting a Receipt in Every Parcel Benefits the Merchant

It stops mistakes. Stops losses. Removes temptation.

Increases trade. Increases profits.

BECAUSE It enforces a correct record of
All cash sales. All credit sales.
All money received on account and all money paid out.

It wins the confidence of the public. Makes every sale advertise your business. Satisfies customers.

Makes each clerk responsible for the way he serves customers.

Every merchant's success depends on whether his methods of handling his business gives the above results.

National Cash Register Receipts protect millions of customers daily against mistakes and carelessness.

Considering the material, workmanship, and what they do, National Cash Registers are the lowest priced machinery made.
They sell from $13.00 to $870.00.

National Cash Register Receipts protect hundreds of thousands of merchants daily. . . . . .

Ask for complete information about the "Get a Receipt" plan. Write

THE NATIONAL CASH REGISTER CO., F. E. MUTTON, Manager for Canada
285 YONGE STREET, TORONTO 136

Implement Works

For Sale By Tender

Tenders will be received by the undersigned at their offices, **33 Scott Street, Toronto,** up to twelve o'clock noon of **Wednesday, July 19th, 1911,** for the purchase as a going concern, of the Assets of

The Wilkinson Plough Co.

IMPLEMENT MANUFACTURERS **Limited**

West Toronto - Ontario, Canada

CONSISTING OF

LOT NO. 1.—REAL ESTATE, being 8⅝ acres, more or less, on Brandon and Campbell Streets, West Toronto (Further particulars may be obtained at the offices of the undersigned). Valued at.....		$ 83,500.00
Eleven buildings and erections thereon, including wood-working factory; shipping room; storage and office building; blacksmith, machine and grinding shops; erecting shop; moulding shop; scraper factory. All valued at		$ 69,350.00
		$152,850.00
Subject to Mortgage thereon, with Interest computed to June 1st, 1911..		$ 52,167.00
Equity.....		$100,683.00
LOT NO. 2.—PLANT		
Machinery as per Inventory	$48,286.19	
Shafting & Hangers; Pulleys; Belting; Tools; Scales; Dies, Etc., amounting to.....	22,206.57	
Patterns	7,613.45	
Patents	6,337.13	
Horses, Wagons, Etc.	1,458.95	
Office Furniture, Etc.	987.36	$ 86,889.65
LOT NO. 3.—Toledo Steam Hammer Press and Equipment, Valued at		13,000.00
Forward.....		$200,572.65

Forward.....		$200,572.65
LOT NO. 4.—MERCHANDISE, AS UNDER:—		
Walking Ploughs and parts	$24,658.67	
Snow Ploughs	525.76	
Disc Ploughs	5,038.54	
Gangs	1,547.21	
Sulkies	1,105.53	
Sleighs	6,558.37	
Spreaders	4,893.91	
Wheel Scrapers	5,368.46	
Drag Scrapers	4,289.27	
Wheel Barrows	2,778.57	
Drag Harrows	1,568.81	
Disc Harrows	292.31	
Ensilage & Straw Cutters..	8,661.16	
Dump Wagons	2,168.30	
Dump Carts	244.81	
Rollers	2,517.91	
Furnaces	621.36	
Stable Fittings	189.79	
Bolts, Screw, etc.	3,578.86	
Rivets	179.89	
Iron & Steel Bars	6,345.74	
Sundries	4,905.84	
Coke, Sand, Etc.	370.24	
Paints, Oils, Etc.	969.03	
Pig & Scrap Iron	2,953.50	
Lumber	8,291.56	
		$100,623.30
LOT NO. 5.—Wagons and Parts, as per List		7,191.00
Total.....		$308,386.95

Tenders will be received for the five lots together, in which event Tenderers must state the amounts tendered for each lot separately. Tenders will also be received for each lot separately.

The highest or any tender not necessarily accepted.

Lot No. 1 is offered subject to conditions of sale which may be inspected at the offices of the undersigned.

The Purchaser of Lot No. 1 must assume the mortgage and interest thereon. The Purchaser of the five lots will be given the benefit of all sales and manufacturing since April 22nd, 1911, and must pay all outlays for labor, expenses, and for supplies and materials purchased since such date.

TERMS OF SALE.—One quarter cash (10 per cent at time of sale) balance in 3, 6 and 9 months with interest at 7 per cent. per annum, secured to the satisfaction of the Assignee.

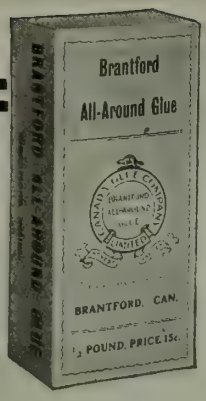
A certified cheque for 10 per cent. of the amount of tender must accompany each tender, which cheque will be returned if tender is not accepted.

Other conditions of sale may be seen upon application to the undersigned.

E. R. C. CLARKSON & SONS

Assignees

33 Scott Street, TORONTO



GLUE IN PACKAGES

You don't need to be an expert at figuring to see where you make more profit by handling

Brantford All Around Glue

(It's Granulated)

No weighing, no waste, no loss, no mess, no wrapping and tying---a simple, clean, handy, attractive package in three sizes, 1 lb., ½ lb. and ¼ lb., selling respectively at a quarter, fifteen cents and ten cents.

It's good for gluing anything. Carpenters and Cabinet-makers want it, so do householders. Keep it where they can't help seeing it, it is a self-seller.

Your jobber sells it, ask him, or write us direct.

CANADA GLUE CO., Limited

BRANTFORD, - - - - - - - - - CANADA

There is a tide in the affairs of men
Which, taken at the flood,
Leads on to fortune.
—*Julius Caesar*



HEADQUARTERS FOR

Lead Pipe
Lead Waste
Traps and Bends
Sheet Lead
Solder, &c.

Do not Hesitate When the right opportunity presents itself.
In the race for fortune, the man who grasps his opportunities is the man who wins.
A word to the wise is sufficient.

Never be without a stock of

HARRIS HEAVY PRESSURE

(THE COPPER COATED CAKE)

THE BABBITT METAL WITHOUT A FAULT

It is used from Coast to Coast. Is highly safisfactory wherever used.

ENGINEERS KNOW A Good thing and specify **HARRIS HEAVY PRESSURE.** Experience has proven that it positively eliminates friction and runs cool at any speed.

HARDWAREMEN KNOW A good thing and buy the Babbitt Metal without a fault. **HARRIS HEAVY PRESSURE** is good to stock It brings repeat orders.

THE CANADA METAL COMPANY LTD. - **Fraser Avenue, TORONTO**

THE HEART OF A BABBITT METAL



The United States Government made a radical departure from orthodox methods when they tested Magnolia, *using water as a lubricant.*

This test in connection with the tests they made using oil as a lubricant furnishes valuable comparative data.

For instance, in the oil test, Magnolia showed only 25% superiority anti-frictionally, but in the water test it proved to be 200% superior to a high grade babbitt of the conventional kind, and 1100% superior to White Brass.

This demonstrates that a good lubricant will bolster up to a considerable extent even an ordinary grade babbitt, if plentifully supplied, but when water is used you get at the very heart of a babbitt and prove its true inherent value. This is worth knowing, because the oil supply gives out sometimes or the oil holes become clogged or the quality of the oil is inferior.

Engineers who study these problems will realize that this wonderful showing of Magnolia was due to its very low coefficient of friction; they also appreciate that a metal that does not become hot is not liable to squash and wears very slowly.

We lay particular stress upon this quality of Magnolia because it means safety and economy in every way and minimizes loss of power.



Special Offer

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2,000 subjects. We do not aim to make a profit on this book, as it is an advertisement, therefore offer it at the very low price of 40c., postpaid. Many Engineers pronounce it invaluable. Address Montreal office.

Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St. Ambroise Street - MONTREAL
NEW YORK CHICAGO



"THE NAME'S THE GUARANTEE"



Backed by a reputation of 130 years.

SAWS, EDGE TOOLS, FILES, STEEL, SHOVELS



D 271.

Two Speed, with ball thrust. Nickel-plated parts, black and red japanned with one pair of jaws each, plain and crocodile, rosewood handles.

Price $3.40 each.

D 272.

One speed ditto bright, one pair plain jaws.

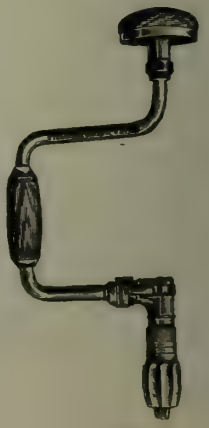
Price $2.20 each.

D 266.

Best Lignum Head, ball bearing, plate on head, rosewood handle, **heavily** nickel-plated.

Sweep 8 in. $2.35 each.

Sweep 10 in. $2.50 each.



D 266.

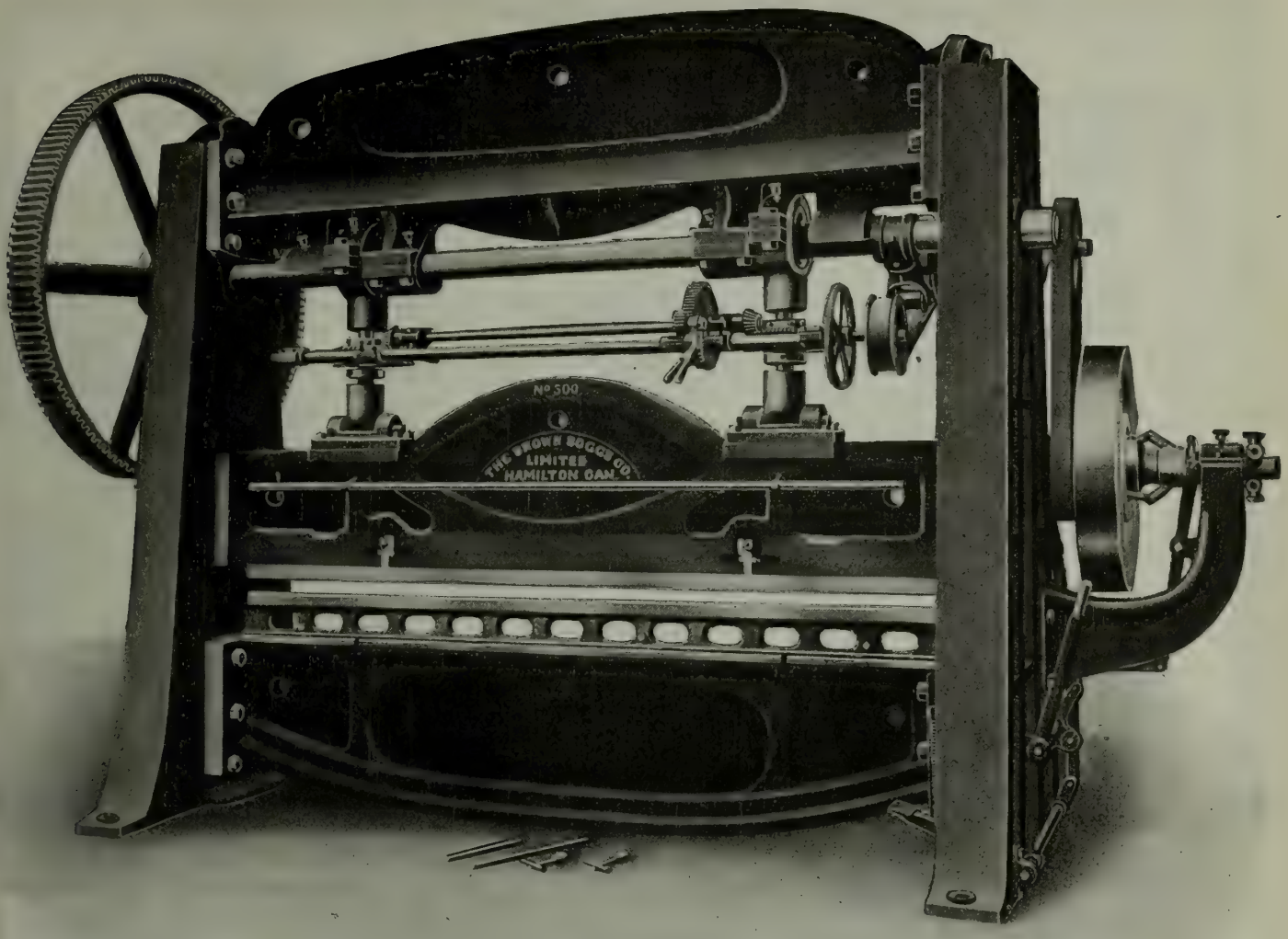
DUTY PAID, Subject to Discount.

For our New Tool Catalogue apply to

D 271. Sole Canadian Representative:

J. A. HENDERSON,
Metals and Hardware, MONTREAL.

Spear & Jackson, LTD.
SHEFFIELD, England.



10 Foot Power Press or Brake

Capacity, No. 10 Gauge Soft Steel.
Weight, 28,000 lbs.

This machine is of the most MODERN design and embraces new features that are a distinct advantage. It is complete in every respect. Manufacturers of METAL WINDOW FRAMES AND SASH, FIRE-PROOF DOORS, ETC., will find it a most economical investment.

WRITE FOR PRICE AND FURTHER PARTICULARS

THE BROWN, BOGGS CO., Ltd., HAMILTON, ONT.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES

HIGHEST QUALITY

GRISWOLD

QUICK SALES

Griswold Hardware

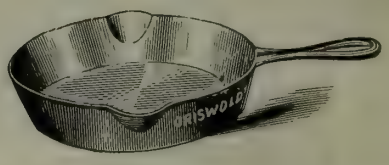
Griswold Hardware is specified by most of the leading hardware stores throughout the Dominion. Why don't you get acquainted with the Griswold line? It gives the best of satisfaction wherever used, and has proved to be the surest way of increasing trade.

Our trade mark is the assurance of quality.

Our products include FOOD CHOPPERS in many sizes, WAFFLE IRONS, GAS STOVES and RANGES of various kinds.

Write for catalog and prices.







The Griswold Mfg. Co.

ERIE, PA.



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited

AYLMER, :: ONTARIO

WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited

WINNIPEG AND CALGARY

SAFE LOCK

Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock" Agency in your locality will just naturally get the bulk of the trade.

You be the man—write us for Catalog and Prices

Write us to-day.

The Owen Sound Wire Fence Co., Limited

Owen Sound, - - Ontario

Western Agents

Brandon Safe-Lock Fence Co.

Brandon, - - Man.

SAFE LOCK

Big Ben

A Watchlike Sleepmeter



Height 7 inches. Dial 4½ inches.
Rings steadily for 5 minutes, intermittently for 10.

HERE'S Big Ben—he's not quite a year old, but in less than a year, he's proven in the States the biggest clock success that we have ever known.—Today, ten months after his appearance, 12,000 jewelers—60 per cent. of the total United States number—sell him at the rate of 2,000 a day, at the highest figure that's ever been quoted.

We have now completed steps to introduce Big Ben to the Canadian trade on as extensive a scale as we did in the United States. Beginning with September we will extend our campaign to all the leading Canadian publications and in order to enable Canadian dealers to get the maximum benefit from our advertising, we are packing Big Ben specially for Canadian trade, 6 in a carton with a full set of Store Selling Helps (2 posters, 2 show cards, 2 metal signs).

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more we print your name on dials, give you the posters, display stand and a beautiful metal sign lithographed in five colors.

The retail Canadian price has been fixed at $3.00. You can sell him for more if you want but you may not sell him for less.—Big Ben is already carried in stock by 34 Canadian wholesalers. We shall be glad to let you have their names upon request.

In broken and dozen lots, $2.20 less 5%. In case lots of 24, $2.10 less 5 %.

The Western Clock Mfg. Co.
La Salle, Illinois

CERTAINTY IS WHAT A MAN SEEKS IN EVERYTHING

The man who buys a

Model 10 Visible Remington Typewriter



buys absolute certainty; a certainty of satisfaction guaranteed by the greatest typewriter makers in the world

Remington Typewriter Company, Limited

18 Victoria Square — Montreal, Can.

Hark! Mr. Dealer!

Here's your chance for a brisk, profitable trade. Such trade comes easily to the dealer handling



Acorn Corrugated Galvanized Sheets

which are made of metal so galvanized that it readily passes the severe tests that British Government requires of such building materials. These Sheets are highest quality, yet cost no more than ordinary, uncertain kinds. And you can DEPEND on Acorn Corrugated Sheets, for they are

ACCURATELY MADE

Our powerful machines stamp each corrugation separately and make them absolutely accurate. Therefore, they fit together perfectly and are easily erected. For moderate-priced constructions, repairing old buildings, etc., they are unequalled in value. Build a reputation by selling Acorn Quality Sheets. Thus you get a grip on the trade you want. Large stocks always ready for shipment. Get full particulars.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

TORONTO Gendron CANADA



BOYS', GIRLS' and BABIES' SLEIGHS

with iron or wooden runners—sleighs that are built for service and durability.
We sell more sleighs than any other company in the Dominion. Our success is due to the selling of quality goods. WRITE FOR CATALOG.

The Gendron Mfg. Co., Limited
DUCHESS STREET, - TORONTO, ONT.

This trademark has a vital meaning to your customers. They are familiar with it because of the steady, striking national advertising of Genasco in the leading magazines and agricultural papers. They know it stands for

Genasco

The Trinidad-Lake-Asphalt Roofing

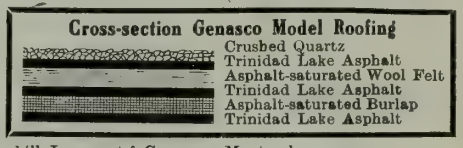
And back of Trinidad Lake Asphalt is the *natural* quality in its make-up that gives Genasco long life.
You don't need to try hard to convince your customers—our advertising does that *for* you.
You do need to have a stock that they can buy from, and you ought to have it when they want it.
The Kant-leak Kleet is a Genasco adjunct that makes it twice as easy to apply. Makes seams absolutely water-tight and prevents nail-leaks.
Order Genasco from your jobber with Kant-leak Kleets packed in the roll.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago



Caverhill, Learmont & Company, Montreal.
D. H. Howden & Co., Limited, 209 York St., London, Ontario



Digging Asphalt from Trinidad Lake and transporting it for Genasco Roofing

MEAKINS'

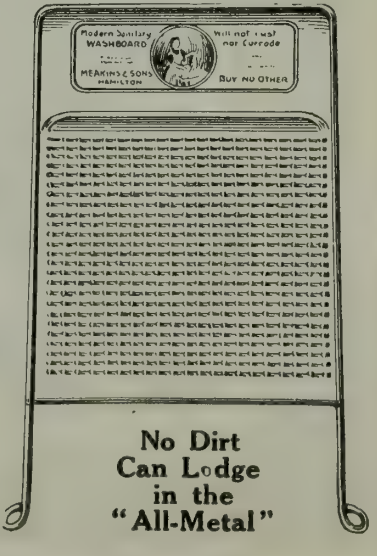
SANITARY WASHBOARDS

Have the qualities which recommend them to particular buyers.

These washboards are of **metal construction throughout** and have **no wood to warp and no nails to come loose or rough edges of zinc to cut hands.** They **cannot retain dirt** because each board is made **in one piece.**

Send for Particulars and Prices to

Meakins & Sons, Hamilton, Ont.



No Dirt Can Lodge in the "All-Metal"





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works: 102 St. Remi St., Montreal, Canada

And at 95 Queen Victoria St., London, E.C.





GLASS CUTTERS

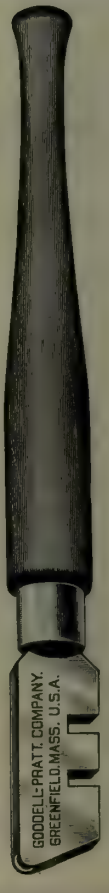
WHY are our ten styles of Glass Cutters more extensively sold than any other? Because they give the user more cutting than every other.
WHY?
Because every wheel is ground and honed by hand, and every one is tested on glass. There are no poor wheels.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.





Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON CANADA

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Reliable QUALITY

Three In One

We have just issued under one cover new booklet containing

First
illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

PEASE FOUNDRY COMPANY
LIMITED
Toronto, :: Canada

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We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

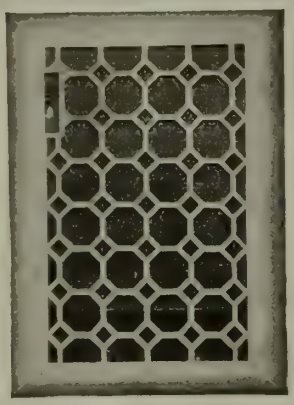
Building and Sheathing Papers
Felt and Asbestos Papers
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Nails and Sash Pins
Putty and Glaziers' Points

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
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No order too large or too small. Prompt shipments our specialty. Correspondence Solicited.

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P O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348



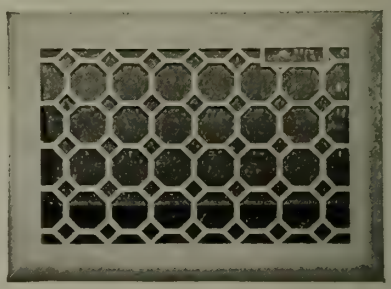
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

Quality Right!



Prices Right!

There is a new era of profit-making open to every hardwareman who is featuring the complete

GREENING LINE

Quality in the goods we manufacture is our first consideration, and we have the plant and facilities to turn out the real 'quality' article, at a price that is no higher than that of inferior goods. Of special interest to the hardwareman are:—

GREENING'S

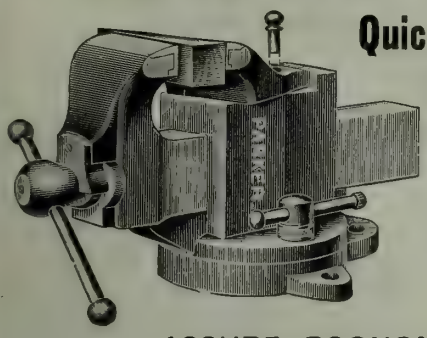
STEEL WIRE CHAINS
WIRE CLOTH
WIRE ROPE
COW TIES
SPARK-PROOF WIRE GUARDS
WIRE DOOR MATS

Study your Greening Catalogue. It contains profit possibilities for every hardwareman.

The B. Greening Wire Company, Limited

Hamilton, Montreal and Winnipeg

PARKER'S



Quick Working, Efficient, Convenient, SWIVEL VICTOR VISES

ASSURE ECONOMY

By one motion of either right or left hand any piece of work can be instantly grasped in the Parker vise.

The leading feature of all our vises is the solid steel strenghening bar, also solid under portion of front jaw.

Parker's vises are made by expert men who make this line their specialty.

All parts are interchangeable.

The Charles Parker Co.

Meriden, Conn., U.S.A.



Copp's Stoves and Ranges

SILVER QUEEN

Our new medium priced up-to-date Range.

It will pay you to investigate its merits.

"The Western Stove Makers"

W. J. COPP SON & CO

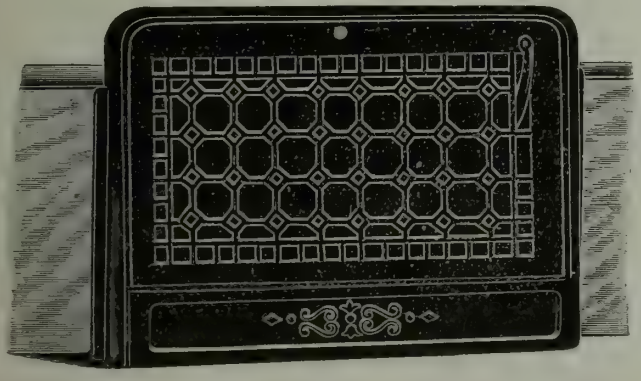
FORT WILLIAM, WINNIPEG. VANCOUVER.

Canadian Heating & Ventilating Co.

Limited

Headquarters for

Side Wall and Floor Registers and Faces



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15



EMPIRE SPECIAL
New design, made in 8 x 10 and 9 x 12 sizes

Our "EMPIRE SPECIAL"

is an especially neat and attractive new design, and meets the demand for a register with a larger opening. Is a sure winner, and sells at a moderate price. Ask us for particulars. Manufactured by us at

Owen Sound - Ontario

CHRISTIE BROS. CO.
Cor. Park and Henry Sts., Winnipeg

Western Agents:

M. C. DREW & SON
Vancouver, B.C.

Hamilton Jewel Gas Ranges

for MANUFACTURED or NATURAL GAS are made in over 125 VARIETIES and Every Requirement can be Supplied.

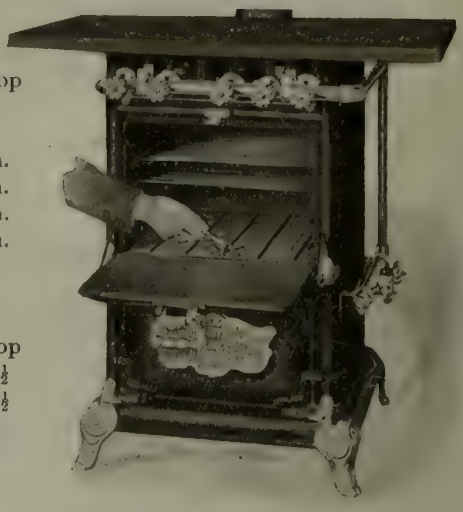


Single Oven

No.	Size of Oven	Size of Top
15	17x12x12 in.	22x19 in.
20	17x12x12 in.	32x19 in.
30	16x16x11¾ in.	35½x22¼ in.
40	15¼x16½x11 in.	35½x22¼ in.
50	16½x16½x11 in.	36¾x22¼ in.
60	18x16½x11 in.	38½x22¼ in.
65	19x18½x12 in.	39x24¼ in.

Double Oven

No.	Size of Oven	Size of Top
70	15¼x16½x11	15¼x16x8½
80	16½x16½x11	16½x16x8½
90	18x16½x11	18x16x8½
95	19x18½x12	19x18½x8



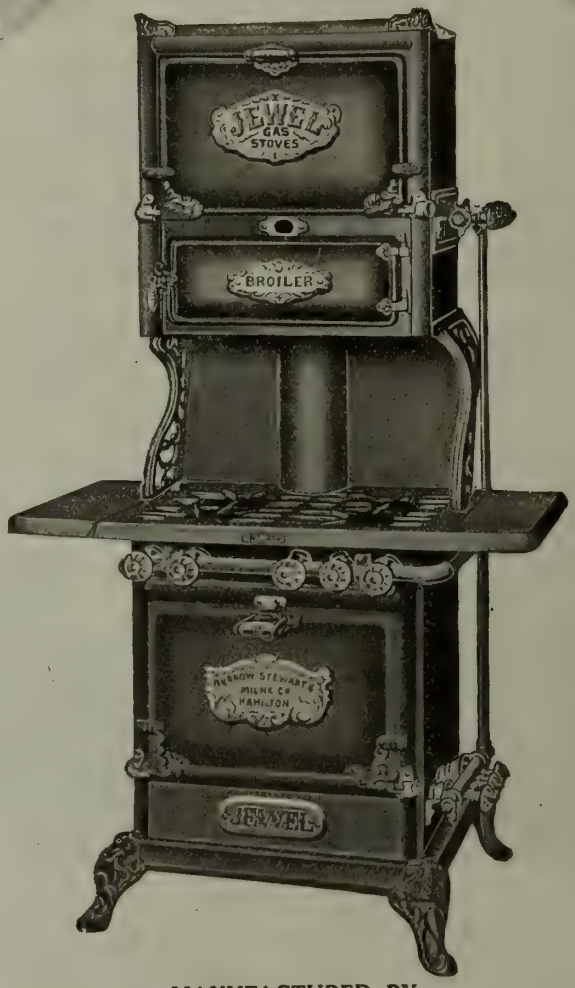
The Ovens have Spring Balanced Drop Doors. The Valves, Airmixers and other trimmings are all nickel plated. Galvanized Dust Tray under Top Burners. The body of Range is Asbestos Lined. All these Ranges are equipped with **Grave's Patent Safety Lighters** —see cut above. This lighter is far superior to the old style Pilot Light. It is **absolutely safe** because the oven door **must be opened** before the Oven Burners can be lighted, and thus all possibility of explosion through accidental accumulation of gas in the oven is avoided.

A **Thermometer** for registering the heat of Oven can be attached to the Oven door of any Hamilton Jewel Gas Range.

These Ranges can be fitted with **Hot Water Heating** attachments, or with Reservoirs or Side Broilers, and Top can be extended if desired.

Large Hotel Ranges

are supplied in every style.



Elevated Oven

Ranges are made in many different styles which are fully described in our **Catalogue No. 69.**

We also make various styles of

Side Oven

Ranges, which we have not room to illustrate here.

If you have not got our catalogue, write us for one.

All Ranges are thoroughly tested before leaving factory.

Each Range is fitted with

Jewel Adjustable Needle Valve

which gives perfect control of gas supply. For accurate mechanical construction and satisfactory working, no other valve equals it.

Get our Catalogue No. 69

MANUFACTURED BY

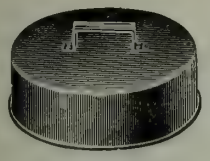
The Burrow, Stewart & Milne Co., Limited

Head Office and Factory at HAMILTON **Winnipeg Branch, 130 James Ave.**

Agencies at Toronto, Montreal, Vancouver.

SUMMER SPECIALTIES

Asbestos-Lined Covers for Mrs. Potts' Irons



This cover is made from two separate steel covers with heavy asbestos between: made to cover a set of three irons. It is used on Gas, Gasolene, Oil or Wood Stoves or Ranges, and will save the price of itself in fuel in a very short time.

Measuring Cups

Marked for Measuring One-quarter and One-third Cups.



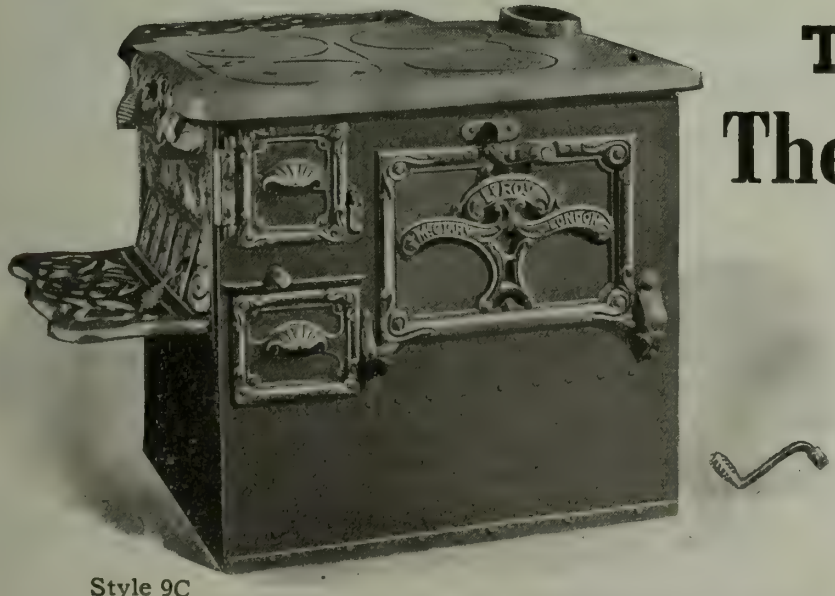
Strainer Funnels

(Strainer and Funnel Combined)



GREATLY FACILITATE THE WORK IN THE KITCHEN

A QUICK FIRE AND A GOOD OVEN



Style 9C

That is what The "LeRoy" means

And that's what campers and summer cottagers require. The "LeRoy" is just the range for the summer season. It has a good oven, therefore campers need not do without any of the pastry delicacies of home. It fires up quickly, and cools equally fast when the fire is quenched. Can be supplied with legs.

SUGGEST THIS RANGE TO YOUR CUSTOMERS

McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
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HAMILTON
CALGARY
SASKATOON

PUMPS

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

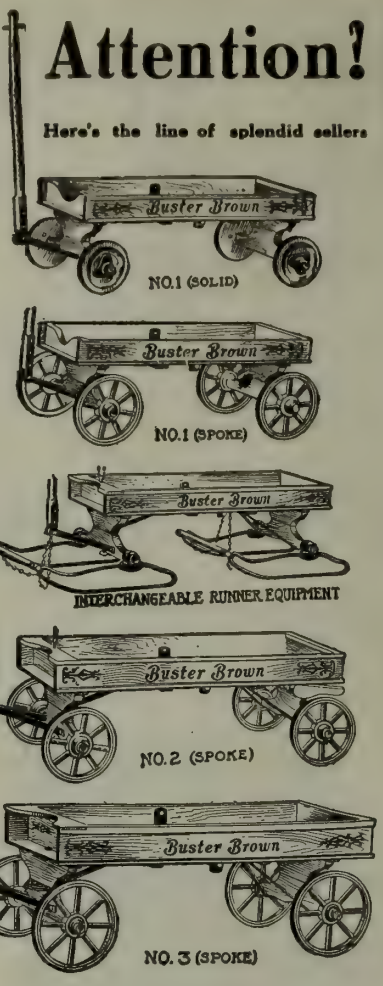
WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

Attention!

Here's the line of splendid sellers



Are you handling the

Buster Brown

Children's Express Wagons?

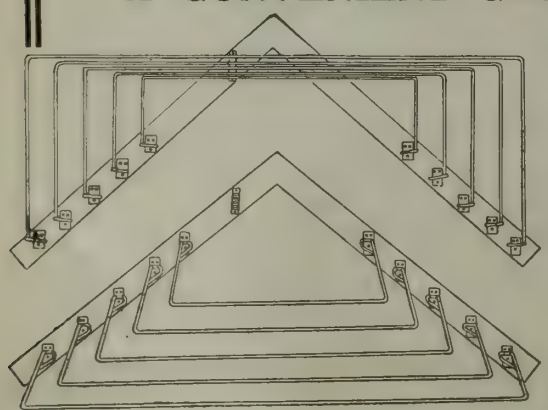
They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

A CONVENIENT CLOTHES RACK



This High-grade rack can be fastened to the wall near a stove or range.

When closed it projects only 1 1-2 in. When extended, and all the bails are down, it stands out only 14 ins. from the wall and has a drying space of 19 feet.

Each bail can be lowered separately without interfering with the others.

The sides of the rack are made of hardwood—the bails of galvanized steel, bent so as to be self supporting when in use.

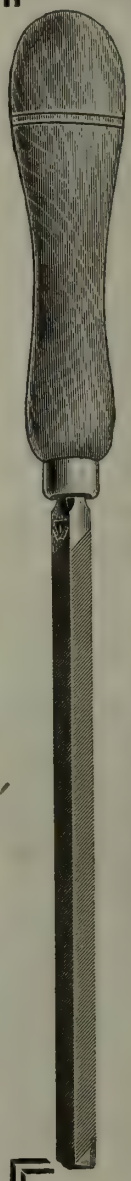
The price of the rack is $1.25 retail, manufacturers' price $9.00 per doz.

This is a sure seller. Order from your wholesaler or direct from us.

Modern Machinery Co.
SARNIA, ONT.

DELTA SUPERIORITY

FILES OF QUALITY



"DELTA SPECIAL"

This file is made very slim and blunt to file Panel and all fine tooth saws. It has more teeth to the inch and has a sharper edge than other files so as to leave a clean gullet and a smooth, even tooth on the saw after filing. Made of

S. & C. Wardlow's Best English Steel.

A Hand Saw File of unusual quality and temper.

Delta Files have every advantage in the making and give every facility in the using. Write for information and prices.

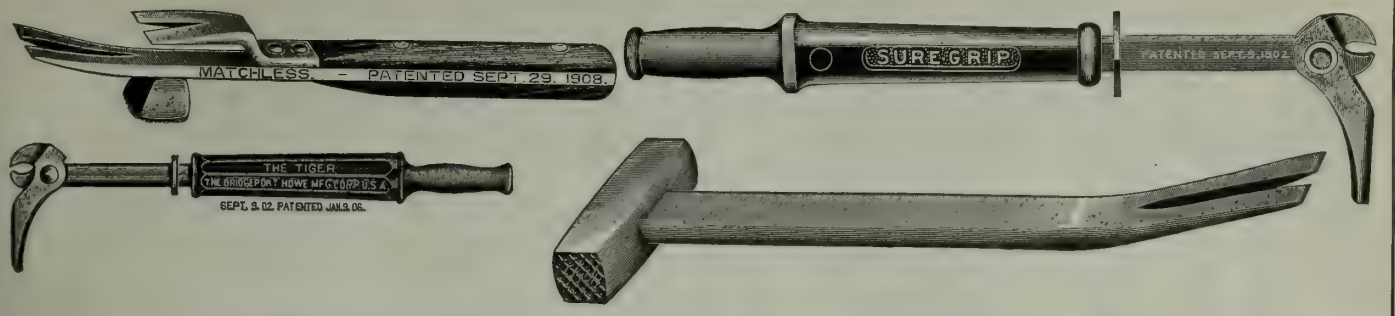
They bring results.

TRADE MARK
DELTA

DELTA File Works

PHILADELPHIA, Pa., U.S.A.
Chicago Office: 108 W. Lake St.

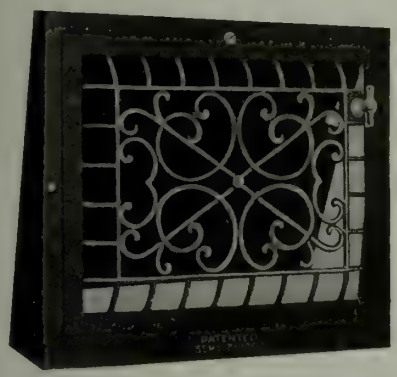
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H. S. Howland, Sons & Company, - Toronto
Stark-Seybold, - - - - Montreal
Wm. Stairs, Son & Morrow, - - Halifax



Write us for CIRCULARS, CATALOG, PRICES.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



KILLS GERMS
DESTROYS MOTHS
BRIGHTENS RUGS
PREVENTS DUST

EFFECT A CLEAN-UP FOR YOURSELF

Be the agent in your district for

SOCLEAN

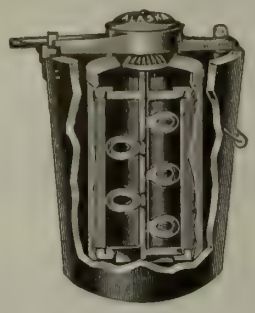
A large business is to be done by advertising SOCLEAN. Why not start a cleaning campaign at your store? We furnish you with window cards and counter advertising, suggest helps for your window decoration if you ask us. **Make it a real big campaign,** the goods are worthy of it, and the profit will make it well worth your efforts.

WRITE DEPT. "H."

SOCLEAN LIMITED

444 King St. West **TORONTO** **Phone Adelaide 1584**

That's IT!



The REAL 3-MINUTE

ALASKA FREEZER

"The Freezer with the Aerating Spoon Dasher."

Special Features

AERATING SPOON DASHER
NOVEL ICE GUARD
DOUBLE WOOD SCRAPERS
EVERY FREEZER GUARANTEED

Other Selling Points

MAKES THE SMOOTHEST CREAM
MOST ECONOMICAL IN ICE AND SALT
QUICKEST FREEZING
SIMPLEST IN CONSTRUCTION

ALASKA FREEZERS PAY BIG PROFITS

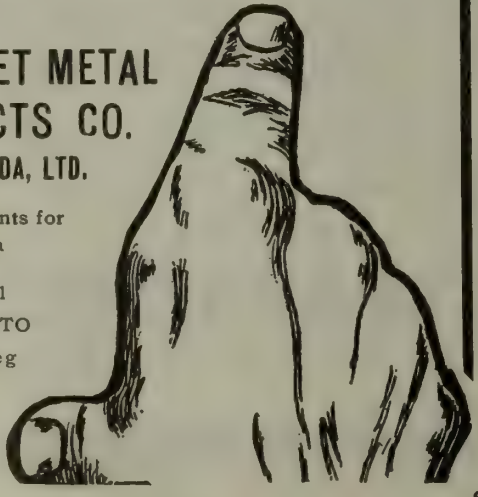
in money and good will.

Write for Prices and Terms.

THE SHEET METAL PRODUCTS CO.
OF CANADA, LTD.

Selling Agents for Canada

Montreal
TORONTO
Winnipeg





Quality Did It

Back in 1864 the Nicholson File Co. started making files with an output of 100 dozen a day to supply a local market. At the present time the files made by the Nicholson File Company sell at the rate of 16,000 dozen a day, and the market is the whole civilized world.

These are the well-known brands made by the Nicholson File Co. in Canada:

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McLellan"
Kearney & Foot
"J. B. Smith"



All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment. And we use different grades of steel for different kinds of files. As a result, Nicholson-Made Files are the fastest cutting tools of their kind in the world.

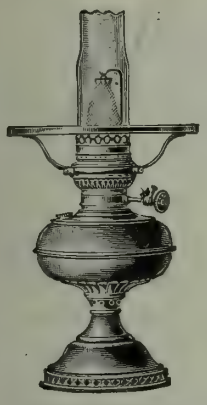
Your Jobber can Supply you.

NICHOLSON FILE CO.
(Dominion Works)
PORT HOPE, - - ONT.

Established 1868

J. HISRCHHORN

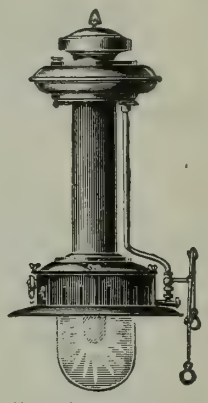
148-149 KOPENICKER ST. BERLIN, GERMANY



THE "CARMEN"

Lighting Experts and Manufacturers of

Electrical and Gas Fittings, Kerosene Burners and Lamps, Incandescent Kerosene Mantle Burners, Kerosene Heating and Cooking Stoves.



THE "J H." LAMP

For 1911 we are Putting on the Market

The "Carmen" Kerosene Incandescent Air-Draught Table Lamps

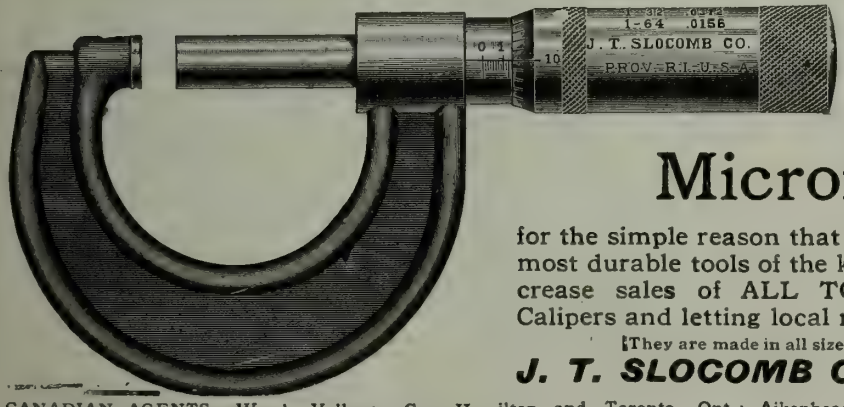
The "J. H." Intensifying Kerosene Inverted Lanterns (without artificial pressure)

Constructed upon Entirely New and Scientific Principles

Telegrams: "Kerosina, Berlin," Germany

GOOD AGENTS WANTED THROUGHOUT CANADA

Code: A B C, 5th Edition



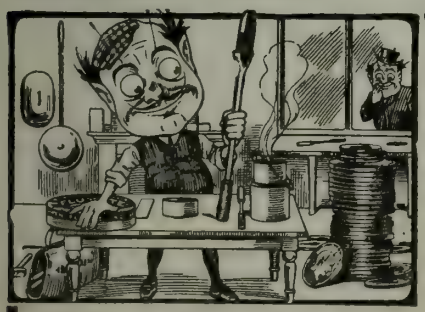
Good Machinists Prefer Slocomb Micrometer Calipers

for the simple reason that they are absolutely accurate and are the most durable tools of the kind made in the world. Dealers can increase sales of ALL TOOLS by putting in a stock of Slocomb Calipers and letting local machinists know about it.

They are made in all sizes from 0 to 24 inch and from 0 to 600 m. m. metric.

J. T. SLOCOMB CO., Providence, R.I., U.S.A.

CANADIAN AGENTS:—Wood, Vallance Co., Hamilton and Toronto, Ont.; Aikenhead Hardware Co., Toronto; Foss and Fuller, Montreal



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. **Anyone** can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

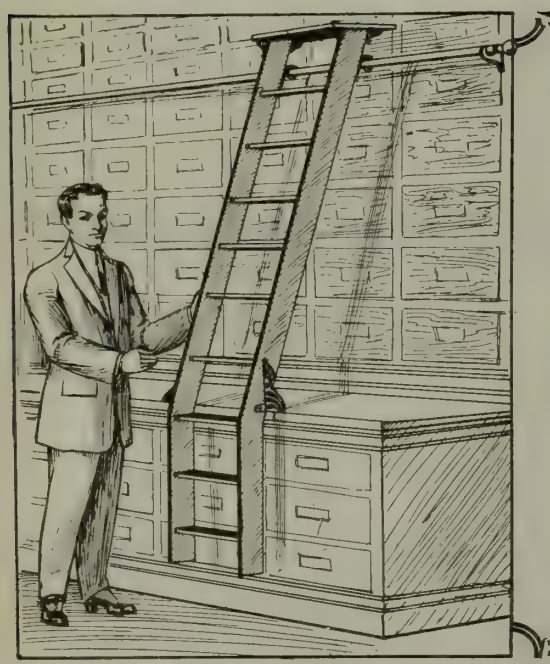
Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardbord Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal.
For British Columbia—AMES BROS., Box 355, Vancouver, B.C.
Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell will shortly be calling on you to fix up Agencies



Everything is accessible

WHEREVER OUR

BICYCLE STEP-LADDER

IS USED.

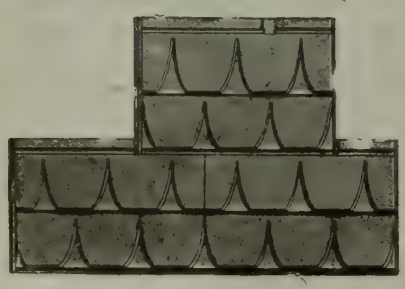
Build your shelving from floor to ceiling and economize space. No matter how high your shelving may be we have a ladder to meet your demands—a ladder that satisfies both climbing need and the easy sliding requirement.

Our Bicycle Step Ladders are built of hardwood in any finish you desire and are guaranteed to be the most durable on the market.

WRITE FOR CATALOG AND PRICES.

The Hamilton Brass Mfg. Company, Limited

Hamilton, Ont., and Montreal, P.Q.



GROW, DEALERS! SPREAD OUT!

Put yourself in a position to take any kind of a roofing contract. With

"CROWN" PATENT STEEL SHINGLES

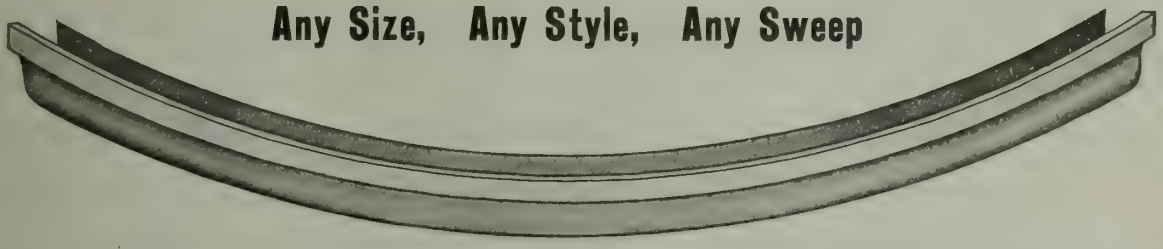
you have a better proposition than the slater can possibly offer. Get some (or all) of that business you've had to lose to him for so long. Get started to-day—right now, by writing for our catalogue and price lists. At the same time we'll send you our samples, charges prepaid. Write at once to

McFARLANE & DOUGLAS, Limited, ***250-260 Slater Street,*** ***Ottawa, Ont.***



Curved Trough

Any Size, Any Style, Any Sweep



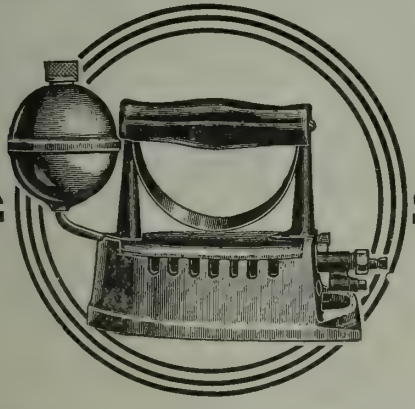
We specialize on it. That's how we turn it out so quickly, so neatly and so cheaply.

TRUST US WITH YOUR NEXT ORDER.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(18)



Only a Cent's Worth

of gasoline is required to produce sufficient heat to do four hours' ironing. Tell that to your women customers as you point to

The Ideal Self-Heating Sad Iron

Tell them that it does away with going back and forth between stove and ironing board; that its combustion is odorless and perfect, that its heat is increased or decreased at will, and you'll be surprised at the string of customers you'll have after one sale!

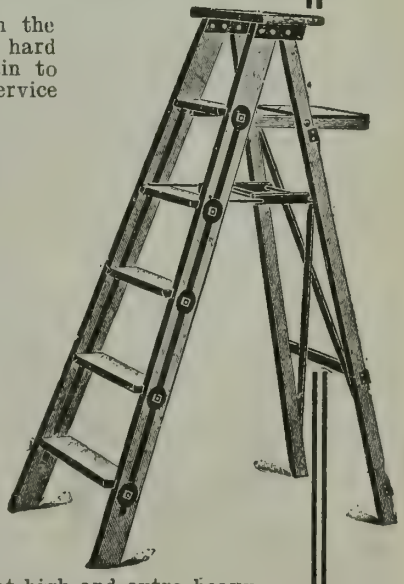
Write us or your jobber.

Ideal Sad Iron Mfg. Co., Dept. B.
Cleveland, Ohio, U.S.A.

A STRONG SERVICEABLE LADDER

There is no line on the market so suited for hard wear and so certain to give satisfactory service as the

FAULTLESS LADDER



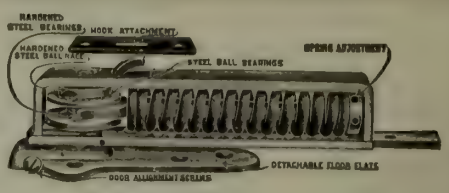
It is made from clean, kiln-dried, short leaf yellow pine, and equipped with the "Faultless Lock." A bolt under each step and a galvanized steel plate on the ends of every bolt clamped tightly to the sides, eliminates all chance of spreading.

Made 4 to 10 feet high and extra heavy 10 to 16 feet.

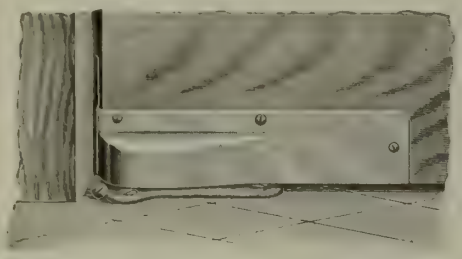
A Line that can be Safely Recommended
Write for Catalogue "B"

The Stratford Mfg. Co., Limited
STRATFORD - CANADA

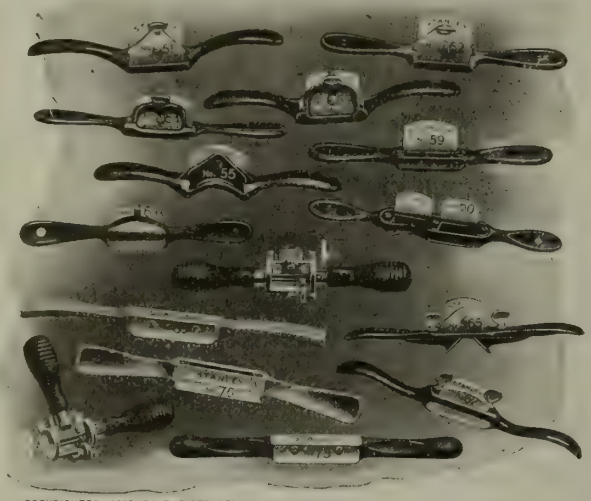
ASK US WHY



If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

"BAILEY" IRON SPOKE SHAVES Nos. 51 to 65 are superior in tyle and finish to any on the market.

STANLEY RAZOR EDGE SPOKE SHAVES Nos. 72 to 85 are so called from the shape of the Cutter, which is Hollow Ground, giving a keen cutting edge. The adjustable front can be moved up or down and a coarse or fine shaving can be cut.

The STANLEY UNIVERSAL SPOKE SHAVE No. 67 has both Handles detachable so that either of them can be screwed into the socket an the top of the stock, thus allowing the Spoke Shave to be worked onto the corners, or panels, as no other spoke shave can do. They are supplied with both a straight and curved bottom.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

WIRE BALE TIES

For Baling Hay, our Wire, made, **all the time**, from the finest quality Bessemer Rods, will give the most complete satisfaction. It will be found at least 10 per cent. stronger than any other Baling Wire on the market. Better send along an order. There is real satisfaction and profit in handling this well-known line. Get our prices.

Other Specialties we make are
Annealed Wire
specially soft and pliable.
WIRE NAILS
Perfect heads and points. Full weight.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario
GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

PLIERS :: SHOVELS :: LOCKS

Mr. Buyer:—We can give you immediate shipments in these lines. Our stock is complete and our lines the very best. We know our price will interest you.

SOLE AGENTS FOR THE CELEBRATED

Lindstrom Swedish Pliers and Geo. Wolfe & Son's Shovels

WRITE FOR CATALOGS. WHOLESALE ONLY.

Schuchardt & Schutte, 307 Coristine Bldg., Montreal

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

WE MAKE

CORRUGATED IRON

STRAIGHT OR CURVED

Every Sheet Absolutely Uniform

Corrugated and plain round conductor pipe, all styles of Eavetrough, Elbows, Valleys, Ridge Roll, Skylights and Ventilators. :: :: :: ::

Get our Prices for Galvanized Iron Sheets

Wheeler & Bain

THE QUICK SHIPPERS

TORONTO :: CANADA

A SUMMER PROFIT BOOSTER

The fact that many retailers decrease their efforts during July and August gives all the more opportunity to the energetic ones who put on a little extra steam, during the hot weather, in an endeavor to corral more business.

For a large and very important constituency, "AMPHIBIA" Leather Belting offers a splendid opportunity for the dealer to secure immediate orders, and introduce himself to a nice prospective trade.

The most obvious prospects for this class of business are the manufacturers, and there is scarcely a town or village,

"AMPHIBIA"

especially in Central and Eastern Canada, that has not a manufacturing plant. Every plant demands an economical and reliable belting. We have it.

"AMPHIBIA" WATERPROOF BELTING could be used under water without harming it in any way.

"AMPHIBIA" Heavy Single is made for extra heavy work, from very thick leather.

"AMPHIBIA" Light Double will take moderate power over small pulleys.

"AMPHIBIA" HEAVY DOUBLE is the giant belt intended for heavy mill work.

"AMPHIBIA" Planer for the particular work on wood planers.

"AMPHIBIA" Special Laundry for the wash wheels.

Write at once.

Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William St. TORONTO, 27 Melinda St.
ST. JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.

The Burrow, Stewart & Milne Co., Limited

Are showing at the Winnipeg Exhibition a splendid line of goods of their manufacture, including :—

Jewel Stoves and Ranges,
Jewel Gas Stoves,
Jewel Warm Air Furnaces,
Imperial Standard Scales,
Champion Jewel Scales,
Curry Combs and Hardware Specialties.

This will be a large and striking exhibit, well worth seeing.

The new warehouse of this company at 130 James Avenue, Winnipeg, is now completed and occupied. A large stock of goods on hand. Western merchants would find it to their advantage to call. Mr. Lionel Haney, Manager, will be delighted to meet all who come and give them a hearty welcome.

The Burrow, Stewart & Milne Co., Limited

Head Office and Factory, Hamilton, Ont.

Branch Warehouse and Office, - - 130 James Avenue, Winnipeg

You Can Add $20.00 Monthly to Your Income

IF YOU WILL ACT AS MACLEAN'S SPARE TIME REPRESENTATIVE IN YOUR TOWN

No matter what you do now, you can add this snug sum to your income during your spare hours, without interfering with your regular work.

It is both easy and pleasant to earn this big money.

We will tell you who to see, what to say, and how to get the orders. You can easily add from $5 to $50 to your monthly income. Hundreds of others are doing it—so can you.

You will act as circulation representative of the fourteen publications of the MacLean Publishing Company. Our papers are well established, and easy to sell.

Send for our plan now. Write a letter, or a post card will do. it will bring you, by return mail, complete particulars.

MacLEAN PUBLISHING COMPANY, 143-149 UNIVERSITY AVE. TORONTO, - - ONTARIO



Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

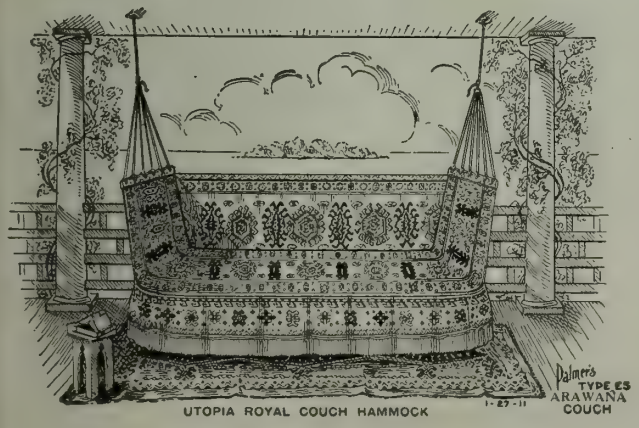
When once used these will be always used. For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

Palmer's Arawana and Monarch Hammocks



UTOPIA ROYAL COUCH HAMMOCK

A standardized line of Couch Hammocks, easily dismembered and permitting of partial replacement.

The original, largest and best equipped Hammock Plant in the country.

Send for catalog of Arawana and Couch Hammocks, illustrated in colors.



Also manufacturers of Mosquito Canopies, Nettings, Crinoline Linings, Horse-fly and Minnow Nettings, and Window Screen Cloth. Dyeing, Sheer and Swiss Finishing.

The I. E. PALMER CO.,

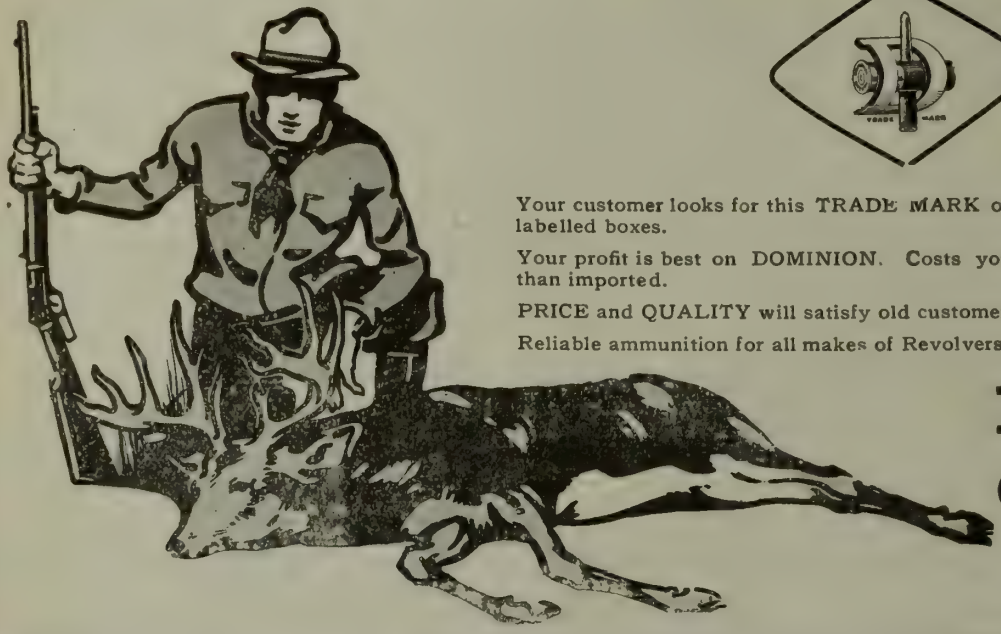
Middletown, Connecticut. New York Office: 55 Worth St.

Canadian Representative:

R. N. SCOTT, 200 McGill Street, Montreal, Que.

Dominion Ammunition

Hits Hard and Kills



Your customer looks for this TRADE MARK on DOMINION attractively labelled boxes.

Your profit is best on DOMINION. Costs your customer one-third less than imported.

PRICE and QUALITY will satisfy old customers and bring you new trade.

Reliable ammunition for all makes of Revolvers, Rifles and Shot Guns.

Dominion Cartridge Co., Ltd.

Montreal, Canada

REMINGTON UMC TRADE MARK

RIFLE AND PISTOL CARTRIDGES

For One-Shot Kills



For small game, big game, target or protection in any make of gun under all weather conditions.

The uniform ignition due to the perfection of the famous Remington-UMC primer, makes for sure fire, accuracy and penetration.

In Remington-UMC big game cartridges, perfect combustion, accurate gauging, guarantee uniform flight in long range shots.

Order now through your jobber.

Our extensive advertising insures your sales.

Remington-UMC **THE PERFECT SHOOTING COMBINATION**

Remington Arms-Union Metallic Cartridge Co.

299 Broadway, - - - New York City

Midsummer Methods in Sporting Goods Department

Firms Are Advertising Camping Supplies—A Splendid Opportunity for Trade in Tents, Stoves, Hammocks, Etc., for Use in Summer Outings—The Bicycle and its Place in the Hardware Store—Christie Bros. Sell a Large Number From Samples.

The trade in sporting goods can be counted upon to remain consistent right through the summer season. There will be a steady demand for baseball supplies, lacrosse goods, anglers' accessories, etc., until autumn arrives, when the demand will veer to football supplies. Beginning, then, with the advent of spring and continuing right through until the time arrives when the air is too chilly for field sports, there is a steady trade to cater to.

The sporting goods business is found to be highly satisfactory from the standpoint of the dealer. The average sportsman is an enthusiast of the first water. He will buy what he needs for sport with less hesitation than he might show if it were a question of the purchase of some of the mere necessities of life. The sportsman is harder to please than the average customer, however. He demands goods that suit him—and he always knows what he wants. Further, he prefers to be waited upon by a clerk who knows something about the goods he is selling. The clerk who can discourse learnedly on the relative merits of different flies and rods, and can advise in the selection of a tennis racket or a baseball "decker" will sell considerably more than the salesman who knows less about such things than the purchaser.

Many hardware dealers have found it highly profitable to place their sporting goods department in charge of a man closely connected with local athletic clubs and circles. His connection insures the store a large share of the business done in all sporting lines.

Camping Supplies.

There is a splendid opportunity at the present time to push the sale of camping supplies. The hot weather is driving people to live in the open. They are deserting their homes in the city and searching out quiet, cool spots in the country where they can pitch tents and spend the time in delightful gypsyesque fashion. Before going camping, however, people need certain supplies. In the first place, they need tents and tent stoves. A very primitive type of stove will do, but it is impossible to get along without some means of cooking meals, for the camp appetite is proverbially hearty. Cooking utensils are also needed—pots, pans, kettles, knives and forks. Few people care to take their regular household goods to camp, preferring to lay in a stock of cheap articles to be used only for camping purposes.

This means a lot of business for the hardwareman, if he takes any steps to secure a share of it. A number of firms are pursuing energetic campaigns along this line at the present time, among them being James S. Neill & Sons, Fredericton, N.B. Neill & Sons have been advertising camping supplies for the last fortnight, using liberal space in the Fredericton daily papers. In addition to the lines mentioned, they advertise fishing tackle, lanterns and hammocks, all of which are in the nature of necessities at camp.

Advertise Picnic Baskets.

At the other extremity of the Dominion, the Drake Hardware Co., of Victoria, are advertising picnic baskets. The summer picnic, despite its oft pictured discomforts and disadvantages, is an established institution. People will go picnicing, as long as there is any place to go to. Baskets to contain the store of good things which constitute the better part by far of every picnic are therefore much in demand. The Drake Hardware Co. say in their ad: "Picnic Baskets are greatly in request at the present time. Kindly remember we make a specialty of these and carry the good kind, useful for picnicing, at home, or to take with you when traveling on a tourist car." They advertise two kinds and four sizes, ranging in price from 50 cents to 90 cents.

Struck the Right Moment.

A point to be considered is that people very frequently do not realize just what they need until they go camping. After a few days spent in experimenting with camp fires, they are only too pleased to invest in a small wood stove. A case is recalled where a dealer, realizing this fact, worked up a splendid business by sending circular letters to all parties camping within a radius of a few miles of the city.

A Bicycle Department.

Fewer hardwaremen handle bicycles now than during the "biking craze" of twelve years ago and yet that branch of trade, as it stands to-day, is more satisfactory to handle than it was then. It is not necessary to carry a large stock; in fact, many hardware dealers sell solely from samples. Purchasers are not as hard to please, their desire being to secure a good, serviceable bicycle at a fair price.

Christie Bros., of Owen Sound, have handled bicycles for years and have found that they constitute a paying department. They sell entirely from sample and are not therefore hampered with a large stock. The wheels that they do carry are always prominently displayed. Recently, the writer paid a visit to Owen Sound and found one window in Christie Bros.' store given up to a very attractive bicycle display. "We have a good business in bicycles," he was informed, "and it involves little or no work on our part. We do not carry a large stock and do not attempt to do repair work. Practically all we find necessary is to advertise our goods and arrange window displays. We sell quite a number of wheels each year from sample."

The bicycle affords a good opportunity for hardware dealers at the present time. The success achieved by this one firm is not in any sense unique. The same has been done elsewhere and can be done by any other dealer who takes up the business in the proper way.

Hot Weather Stimulated Demand in Many Lines

Hardwaremen Were Kept Busy Supplying Screens, Garden Hose, Refrigerators, Hammocks, etc.—A Record Sale of Electric Fans—General Business Suffered.

Hardware dealers have probably less reason to complain of the weather than other merchants. True, business has fallen off since Old Probs started on the rampage. In some lines, retail business has been more or less at a complete standstill. It has been too hot for shopping. People have preferred to lounge around the house in vain efforts to keep cool, rather than to risk trips to the mercantile sections. To counter-balance this, the torrid weather has created a large demand for certain lines of goods which are handled exclusively by the hardwareman.

Garden hose, for instance, has been one of the "best sellers" during the past week. The extreme heat made sprinkling more or less of a necessity. Much relief could be secured by soaking the sun-baked walls of the houses and the sadly wilted grass and gardens with water. People who had never used garden hose before found themselves hurrying to hardware stores on Monday to lay in a supply. In Toronto, where the heat records of half a century were badly smashed, the drain on the water supply became so heavy that the civic authorities had to forbid grass watering on pain of severe penalties. People seemed, however, to fear the authorities less than they did the sun, for they went on buying hose and using the city water on a lavish scale. The Russill Hardware Co. report a record-breaking sale of hose. "Usually the demand has been pretty well satisfied by this time," they state, "but this week, the orders came so thick and fast that we could hardly satisfy them."

Screen Doors Sold Well.

The same applied to screen doors and window screens. Although sales of such goods are usually made during June, the hot weather brought a relapse in the demand. Hardware stores were soon depleted. "I was sold right out by Tuesday morning," declares one western Ontario dealer. "People were buying screens for every door and window in the house, in the hope of securing everything in the way of a breeze that was going. Consequently, we had requests for some most unusual sizes. One man asked for a screen six feet by ten feet—he wanted it for a store window."

Record Sale of Fans.

The extreme limit to which the heat attained led people to make purchases which in cooler moments they would probably have considered as unwarranted extravagances. The electric fan became a much-sought article. Few homes prior to the outbreak could be found which boasted a fan, but now there are countless houses in Toronto thus equipped.

Last week one of the windows in the retail store of Rice Lewis & Son, Toronto, was given up to a display of fans. This doubtless served to direct a large share of the business their way. Certainly Rice Lewis & Son did a record business on Monday and Tuesday. "We sold more fans than ever before," explained the manager. "People came in to buy fans for their homes, prepared to secure comfort by that means, no matter what the cost might be. Although we sold a great many for offices, the majority of the orders were for private homes."

One dealer reports that he received an order from one man for a fan for his dining room and one for each bedroom in the house.

Advertised Irons.

The sale of other electrical goods was accelerated as a result of the weather conditions. Timely advertisements were inserted by a number of firms, with best results. The Bond Hardware Co., of Guelph, advertised electric irons, and, it is understood, had a large sale as a result. Their ad. was written to appeal directly to the housewife who desires to carry out her duties as comfortably as possible on warm days.

Refrigerator Sales.

Although the refrigerator season proper has been over for some little time, the heat wave brought the demand back, bigger and more insistent than ever. People who had depended on their cellars for storage of food found this method entirely inadequate. There was, consequently, a big sale of refrigerators. Rice Lewis & Son made a special effort to attract trade in this line, advertising effectively in the Toronto papers each day of the crisis. "Buy now refrigerators 'that breathe coolness and save you ice,'" read their advertisement. "The present hot spell has emphasized the important part refrigerators play during the summer months. Such heat as we are now having will tend to taint so many articles of diet unless kept in refrigerators of a strictly sanitary nature. Ours are proved and recommended by the medical profession in an emphatic manner. Let us demonstrate their merits at the store, or write for booklet."

Dealers report a number of curious and unusual requests. One man ordered a refrigerator by telephone and insisted on immediate delivery. "Send it up inside of ten minutes," he said. His house proved to be a good half-hour drive from the store.

A Run on Hammocks.

The habit of sleeping outside became pretty general during the hot nights. As a result, hammocks were in heavy demand. One Toronto dealer states that he sold no less than a dozen hammocks in twenty-four hours, despite the fact that he had only found customers for three during the whole season previous to that.

Tents were also in demand. Although not handled in all hardware stores, some dealers carry them, and they managed to dispose of quite a number to heat-plagued residents of "Torrid Toronto."

Rented Out Tents.

A western Ontario dealer is reported to have done a brisk business by renting tents for the week. Many people availed themselves of this opportunity to "sleep out" at a comparatively small cost.

Thermometers Sold Well.

It was not only the necessities which were in demand. There was a big run on thermometers. People wanted to be in a position to tell just how miserable they really were. Dealers in all parts report that they sold more thermometers than ever before.

And so, taking it all around, the hardwareman did not suffer as much as merchants in other lines. What he lost in regular trade, he made up in the heavy run on the lines mentioned. What trade resulted from the warm spell was shared largely by the ice cream vendor and the hardware dealer.

NEW SCHOOL WITH NOVEL EQUIPMENT.

Chatham, Ont.—J. L. Wilson & Son, architects, of this city, are preparing plans and specifications for a new $20,000 school for the Chatham board of education. In addition to the usual equipment, the building may include some new features, such as a vacuum cleaning system and fan system of ventilation.

N. M. Moore, who has for some months been conducting a tinware business on Fifth Street North, is closing out his stock. His future intentions have not yet been announced.

Buying Public are Demanding Better Service

Keep Business at Home by Improving Store Methods—Organization of Merchants Means Better Conditions — Employ Best Clerks and Encourage Them in Self-improvement.

By M. Moyer, Treasurer Retail Merchants' Association of Canada.

The fact becomes more apparent every day that it is not cheap selling that draws trade, but up-to-date service, and if the consuming public have to send away from their own towns to get the service they approve of, then there is something wrong with the methods of store keeping. There is perhaps nothing we have in the country which is so slow to move out of its old rut as store keeping, and in consequence of this, the country is losing one of its best assets. The men who distribute the products and bring within easy reach things the people need and desire to have, are an important factor in all communities, and if these fail to do the work in the best possible manner then the people have reason to complain, and if they are forced to seek other places to do their buying the merchants are largely to blame. The old time idea still prevails in the minds of a good many merchants that they cannot be on friendly terms with other who are in the same line of trade and instead of working together to improve the commercial machinery they are trying to throw obstacles in the way of each other, and while they are doing this their customers are deserting them.

Bitter Rivalry Results in Poorer Service.

The time was, when customers thought such a state of affairs was necessity, that bitter rivalry was their opportunity to get things cheaper, but they have grown out of that fallacy, and are demanding a more dignified service.

Some of the merchants are realizing this, and are improving their methods, but others are not, and until they all agree to conform with popular, up-to-date business ideas, their services, as distributors, are inadequate and not satisfactory. While all other lines of activities have found great help and advantage in united effort, there are still a great many so called merchants, who are hanging on what they have got, and are opposed to anything and everything which is in advance of their own old stick-in-the-mud notions.

Knocking Merchants' Organizations.

There are even cases where some of the merchants in a town organized a retail merchants' association in order to improve conditions, and those who did not join, led their customers to believe that it was a combine to raise the prices of goods, and for that reason they did not join them. Tactics of this kind are common among merchants and as long as they don't rise to a higher level, or weed out the old fossils the country will suffer for want of up-to-date business men.

Manufacturers and producers of all kinds are constantly on the alert for improved machinery at any cost, in order to produce, more, better and cheaper goods, but the merchants are not following this rule and for that reason they are not getting the trade that rightfully belongs to them, and they are not rendering the service the people are entitled to.

While this machinery consists principally of men, they require the best, but like machinery, in order to get satisfactory results they must be properly oiled and have careful attention. In this respect the clerk does not get the same chance as a machine. If a machine does not work perfectly, it is helped and adjusted until it does perfect work. A clerk would be more than human if he could give the best that is in him without the oil of encouragement and appreciation. In some places, where the employers understand how to treat their clerks, they do their work so perfectly that people take a real pleasure in buying from them, and consequently will get their trade.

Clerks Should Aim at Increased Knowledge.

As soon as a clerk thinks he knows it all, then he has to start to learn how little he knows. What he knows to-day is not enough for him to know to-morrow. Salesmanship like music requires constant intelligent practice. A word, a look, or a simple act, may make or lose a customer which may mean hundreds of dollars to the store. Many a manufacturer throws out a machine which has cost him thousands of dollars and replaces it with a better one, and he finds that it pays to do it.

Would it not be equally wise on the part of the merchant to demand a higher type of a machine in the shape of better clerks. Improved machines are invented and manufactured, because it is a known fact that there is a constant demand for better machines, for which the manufacturing world is willing to pay. If the commercial world were willing to pay for better clerks, surely the service could be so much improved that it would meet the demands of the people, and business would follow its natural channel. Better clerks and business improvements can only result from united effort which will be my next subject.

HANDLING CEMENT IN THE HARDWARE STORE.

The handling of cement is quite a figure in the business of many retail hardware men throughout the Dominion. A. Leger of Lacroix & Leger, Mount Royal Ave., Montreal, stated to a representative of Hardware and Metal that their trade in cement was quite appreciable. They are located in a district that is being rapidly built up and are also approximate to a similar field in the north central part of the city. "One must follow the building operations," stated Mr. Leger, and, when you have made his acquaintance you understand how it came about that his fellow hardwaremen selected him again as the president of their association. "Close relation with prominent builders is a decided asset for it then becomes an easier matter to follow what is being done and what work the future is likely to bring."

Cement is not like the ordinary article in the hardwareman's stock. The demand for the most part is not in small lots. There is a certain trade of that character but the real business must be in the large sized parcels. Building up such a trade depends mostly upon opportunity and the realization of it. There is no set of rules to follow. One man may see the opening in his town and may be in other respects well adapted for just that trade. His acquaintance with the building contractors may include practically all those in his town and so on. The handling of cement presents no difficulties once the business is assured.

Keep in Close Touch.

As president of the hardware branch of the R.M.A., Mr. Leger has devoted a great deal of his attention to the consideration of profits and has also endeavored to have the dealers generally understand that straight business methods should be followed. By that is meant the avoiding of any tendency to cut prices. In this work he has had assistance and he believes that conditions among the trade have in recent years shown considerable improvement. In some lines there may still be some shading of prices but it is limited and does not call for much attention.

Mr. Leger on Profits.

Of course there are some lines which do not bring as much profit as they should. In fact the discrepancy in this direction has to be made up in some other. Custom is probably responsible for the falling off in some prices. It is not easy to get away from prices that have been so and so for years according to a certain scale

HARDWARE AND METAL

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VACATIONS AS AN INVESTMENT.

It is conceded by nearly everybody that an annual two weeks' change of scene is essential to keep a business man in proper condition to do business. If this principle has been even partially accepted before, it must have gained many a convert during the past couple of weeks, when the terrific heat wave seems to have sapped the vitality of everyone who has had to endure it.

Anyone who notices the jaded appearance of employers and clerks alike, during this heated term, will be ready to admit that it will take a long spell of cool weather under the ordinary conditions of work for them to regain their snap and vigor On the other hand, a couple of weeks spent in the country, among the mountains, or on the shores of a lake, will put them in such shape that they will take up their work more heartily than ever, upon their return to the store.

From the most sordid money standpoint, it is advisable for everyone connected with the store to participate in the summer vacation. The employer should certainly take a respite from work, and make it just as lengthy as he possibly can. If he wishes to retain the capacity for managing his store as long as possible, and to avoid the necessity of a retirement through ill health, he must not fail to take advantage of the natural slackness of trade, to enjoy from two weeks to two months of good fresh air, free from dust and smoke. The longer a merchant is able to remain in harness, the more opportunity he will have to make money, and, as his summer vacation will unquestionably add to his years of usefulness, it should prove the best kind of an investment for him.

The vacations he allows his clerks will also redound to his profit. A tired, perspiring clerk cannot be expected to make as much money for his employer as the one who has been refreshed and invigorated by a pleasant vacation, which he can recall to mind for months to come.

HARDWARE AND THE WEATHER.

It is a satisfactory feature of the trade that no change of the weather, no turn of the season, can fail to prove itself of some benefit to hardware dealers. For instance, the unprecedented warm spell of the past week, which has almost paralyzed trade in some directions, brought in its wake a singularly brisk demand for many hardware articles, the activity thus created almost counterbalancing the inevitable falling off in regular business. People found that they needed refrigerators, screen doors, garden hose, electric fans and kindred articles and to the hardware store they went to get them. In some lines, a record business was done. In other branches of trade, merchants report a singular dullness, alleviated in no way by demand for special goods. It was the hardwareman's good fortune to handle the very articles needed in case of a heat crisis.

In winter time the demand sets to stoves, weatherstrips, blankets, etc., and again the hardwareman is to the fore. Every atmospheric change brings with it a new demand and the hardware business is, therefore, of a thorough all-year-around description. A protracted spell of severe weather, no matter of what description, cannot hurt the trade as severely as it affects other lines of commercial enterprise.

CAUSE OF SLOW COLLECTIONS.

It is reported that collections in Ontario are not entirely satisfactory at the present time. This condition is particularly true of the rural sections and is probably due to the fact that the farmer has reached the end of his ready cash and is now traveling on credit until the harvesting is over. It is undeniably true, however, that the primary cause could be traced farther back than the necessity of carrying farmer customers over the harvesting. It lies in the fact that too many dealers are deficient in looking after their own collections. Accustomed to wait themselves, they make the wholesaler and the jobber wait in turn.

That this is the root of the whole trouble is established by the fact that it is the same men, year after year, who fall behind. The paper turned back is generally decorated with familiar names. These men are chronically slow in meeting financial obligations and it is doubtful if they will ever get their business on a basis where they will not have to slave and scrape to meet notes.

Here is an incident which explains why some retail dealers never get their heads above water. A Toronto wholesaler had occasion, some time ago, to purchase goods at the store of an old hardwareman. Some weeks passed and no bill was presented. Finally, the wholesaler happened to meet the dealer. "I have not received a bill yet," he reminded the latter. "Don't treat me any different from any other customer; send in your bill and I'll send you a cheque." "I am not treating you different," was the reply. "Didn't know you owed me anything. You see, I haven't time to bother much with the books, so a man comes in twice a year and fixes them up for me. He looks after the accounts." This may sound incredible to merchants who run their affairs on a business basis. The wholesaler was hardly inclined to believe that anyone could be so slack, but sure enough, it was not until five months after that the bill arrived.

Is it any wonder that some men fail to make a success of business? It is impossible to get along and prosper if collections are not made promptly and thoroughly. Furthermore, the dealer who neglects to go after the money due him will find it exceedingly difficult to make payments on his own indebtedness.

It is expected that the slowness now experienced in making collections will be dissipated after the harvesting is over. It will never be thoroughly removed, however, until dealers, as a body, pay more attention to their own collecting.

PUNCTUALITY.

A hardwareman asked a representative of Hardware and Metal, the other day, why this paper often ridiculed the clerk, but never the proprietor. This dealer said that

he thought that it would do the hardwaremen good to give them a memory jogger once in a while, and, just to please him, we are going to make a few remarks on the subject of punctuality.

This is one of the hardwareman's most vulnerable points. At the Peterboro Convention, last February, it is doubtful if a single session commenced even approximately on time. One of the evening meetings was delayed so long that a dealer remarked to the writer: "It's a shame to think what some of these dealers would do to their clerks if they came down to work as late as the dealers themselves come to these meetings."

In a certain Western Ontario town, where the Aldermen, Board of Trade members, and other dignitaries are largely retail merchants, it has become customary to announce 8 o'clock meetings for 7.30. By bitter experience, it has been learned that, unless this precaution were taken, it would be 8.30 before a quorum would assemble. In this town, to use the words of a local wag: "Punctuality Is the Thief of Time." Any dealer who is a member of any official board should make it a point to be on hand promptly at the appointed hour. Minutes are money to the business man, and anyone who delays the opening of a meeting on time is causing a loss of time, comfort and money, to those who are punctual.

There is another class of appointments which the average retailer does not consider necessary to be kept right to the minute. These are the appointments which he makes with traveling salesmen, to look over their samples at a certain hour. Many a salesman loses valuable time in this way, when, in nine cases out of ten, the dealer could easily arrange his work so as to keep the appointment on time.

Punctuality is the mark of the real business man. It not only saves time for all concerned, but is an ordinary courtesy which should never be overlooked in mercantile life.

INTERESTING CLERKS IN PROFITS.

It is strange how many good merchants are in the habit of judging their business primarily by the annual turnover. Hence, they are also prone to judge the value of their clerks by the gross volume of their sales.

That this is a fallacious principle, will be readily recognized, if a little thought be given to the subject. It is not the business with a large turnover, but the one with a profitable turnover, which should give the merchant cause for congratulation. Many a business operating on microscopic profits has a large turnover, and, on the other hand, not a few stores with a comparatively small total of sales, are netting their owners handsome profits.

Of course, the making of profits depends very largely upon economical management, but the importance of training clerks to sell for profit must not be overlooked. Without this training, a clerk will naturally follow the line of least resistance, and sell those goods which are easiest to sell.

Some merchants have already adopted methods by which their clerks know the net profit on their sales and are encouraged to sell the most profitable lines. This eventually results in giving the store a reputation for high-class goods, which usually carry the best profits, and in developing superior selling ability in the staff.

One Ontario hardware store, by adopting a triple price-mark system, as recently described in these columns, has eliminated the tendency to cut prices below the profit mark, and developed a desire, on the part of the clerks, to make the maximum profit on their sales.

Another plan adopted by a Montreal firm, is to share profits with the clerks, whose income is therefore dependent upon their making profitable sales. The total cost of each line in the store is accurately figured out, and the profits are shared, accordingly to a fixed schedule, on every sale made. A peculiar feature of this system is that the clerks are obliged to share losses as well as profits, so that when a clerk sells nails, he as well as the employer, loses money on the transaction. Of course, a necessary part of this idea is that the correct proportion of the overhead expense should be charged to each line carried, and this requires a carefully worked out system of accounting.

Neither of these plans may be universally applicable, but the general idea of interesting clerks in the store's profits is a good one, and is worth all the thought and ingenuity that the dealer can employ in working out a system that will suit his own needs.

POINTED EDITORIALS.

The tinsmith's work is not the most desirable in weather such as has been experienced during the past week.

* * *

It is reported that the recent hot spell has brought an increased demand for refrigerators and ice cream freezers. It's an ill wind, etc.

* * *

There is one hardwareman in Ontario who sends out his accounts twice a year regularly. He complains that people are "slow pay." Whose fault is it?

* * *

If not supplied regularly with food, the body soon gives out. How long a tenure of life would you give a business conducted on the bi-yearly collection basis.

* * *

This hot weather suggests the possibility of making a run on thermometers. The average man loves to tell what the temperature was on his front veranda, as he compares notes with his business friends.

* * *

The hardwareman who works all day and then every evening as well is adding an unnecessary load to the "white man's burden." The life of the retail dealer is arduous enough without adding to the length of the hours of service.

* * *

Several of the leading Toronto hardwaremen were extraordinarily busy during the record-breaking hot wave Their sales of hot weather specialties reached very large proportions. No further proof is required, that the well managed hardware store need fear no serious mid-summer slump.

* * *

Old Sol has smiled indulgently, and warmly, on the hardwareman. His ardent efforts have resulted in a splendid sale of hammocks, tents, hose, electric fans and the other articles with which the sweltering population have sought to cope with the terrific heat. But is business at this price worth it?

* * *

A dealer at Creemore took his tinsmiths three miles into the country to instal a furnace. As he had a lot of work to do at the store before leaving on a holiday trip the next day, he left his horse with the men, as soon as he got them started, and undertook to walk home. With the thermometer registering 103 in the shade, those hot country roads were not very comfortable. "I laid down for a rest under every tree on the road, and I was all in when I reached the store," he said.

A Suggested Sporting Goods Display

Idea Put Out by Manufacturing Firm to Help Their Dealers —How Lithographed Advertising Cards May be Used Effectively in Window.

Stocking the dealer is no longer regarded by progressive manufacturers as the final step in the creation of adequate distribution and in the maintenance and upbuilding of sales. To simply place goods on the shelves may have been the sum-total of progressive effort a decade ago. To-day it represents no more than a working basis.

The dealer is no longer asked to depend solely upon his own efforts in the moving of his stock but receives the co-operation of a branch of the manufacturers' selling organization, the sole purpose for the existence of which is to create sales for him.

This year, the efforts of the Remington Arms-Union Metallic Cartridge Co. in this direction are especially noteworthy. Always an extensive advertiser, this Company has not only arranged its advertising schedule so that its dealers may reap the greatest possible benefit from it, but it is backing up this sales-creative work in a manner that cannot fail to re-act to the mutual good.

With the fact in mind that the display window of a dealer proves a worthwhile trade winner when made attractive by original and artistic arrangement and decoration, this company is offering its dealers a window trim, a photograph of which is shown on this page, which combines unusual attractiveness with distinct selling value.

The trim in its entirety is calculated to not only immediately arrest the attention of the passerby, but to suggest the pleasure of shooting, in a way that will create a want on the part of the spectators, for the arms and ammunition on sale.

A particularly striking feature of the Remington-U.M.C. window display is a lithograph in the shape of an enlarged steel-lined shell with a cut-out flying duck standing out in relief. At the top is the caption, "A Bird in Every Shell."

Another interesting feature that attracts marked attention is a reproduction of a target showing the remarkable score of 2,484 out of a possible 2,500 made by Arthur Hubalek. Behind the bullet-punctured bull's eye, and plainly visible, is the Remington-U.M.C. trade mark. "The Trade Mark Behind the Record" is the happy phrase this display contains.

A further illustration of originality and effectiveness is the lithograph announcing the world's record high average of 97.75 per cent. for the year, made with Remington-U.M.C. steel-lined shells by W. H. Heer. This lithograph, too, is in the form of a shell and shows the champion standing within.

In many other ways the firm in question is co-operating with its dealers so that they may reap the benefit of increased profit through increased sales.

RENTING INSTEAD OF LENDING.

Stratford, Ont.—A new line of business for hardwaremen has been suggested by one of the fraternity in a little talk.

"I have been renting articles of hardware on a small scale lately," he remarked, "and I find it is good business. It brings in some money, and it helps to put a stop on the borrowing fiend.

"Formerly, people used to come in here to borrow all sorts of articles—particularly tools. It would be 'just for a minute,' but in many cases the minute ended only when, some weeks later, I sent a clerk to hunt up the missing article.

"The climax came when a gentleman dropped in to borrow a rat trap. 'The house is just full of rats and mice,' he said. 'I just want it till I clear them out, and then I'll return it right away.'

"'See here,' I said, 'I'll rent you a trap,' and after I had shown him what a joke he had really attempted to perpetrate on me, he rented. He took a big cage trap, the kind that I usually sell for 75 cents, and was to pay 25 cents for the use of it long enough to clear out the rats—two or three weeks—we finally agreed. At the end of that time I had my trap none the worse for wear, and 25 cents into the bargain.

"I have tried the scheme out with a number of articles, and it seems to work fairly well. The usual way is to bill the article at its full value, and then to stipulate that, if the purchaser wants to return it, a rebate of a certain amount will be allowed. If the customer keeps the article, all right; and if not, I get enough to pay for the depreciation several times over. This way, I don't have to send after articles, or keep track of the time they must be in, since it's up to the customer to return them if he wants his rebate. There are some lines of hardware with which the scheme could be worked out quite profitably, I think; and it might even pay to advertise it at certain seasons of the year. I fancy that, in the case of the rat trap referred to before, quite a bit of business could be done with chicken-owners during the brooding season. Anyway, it is better than lending without any consideration at all."



Suggestion for Sporting Goods Window.

Our Page for Hardware Clerks

Stick to the Task in Hand

You Can't Sell Hardware and Think of Frivolous Things at the Same Time—"Dubness" the Result of Not Concentrating on the Important Thing of the Moment—Give Every Speck of Attention to Each Customer.

By Victor Lauriston.

It didn't happen in a hardware store. Maybe such a thing could never happen in a hardware store. And, maybe, again, it could.

"It's certainly a splendid piece of goods," the salesman remarked. "Notice the extra weight and the smooth surface. This check is all the go for winter wear, and——"

The lady beyond the counter stared queerly at him. And then she noticed that the clerk's face wore a far away look, and that his eyes were fixed on a distant part of the store.

"Pardon me," she remarked gently, "but— that's the flowered piece of goods you're showing me. Here is the check."

He had been sailing in the clouds, but he quickly tumbled to earth.

We all hate extremes, and that incident was extreme. But it flings a dazzling chunk of first-class radium light on the reason why a lot of clerks never become anything better than dubs.

The dub's a useful article. He helps to fill in between times—he can hold a job till a genuine salesman comes along and secures the predestined place; and after the salesman's promoted, as he's bound to be, the dub can drift in again and fill the same place, till another sample of the real thing turns up.

"Dubness"—that is, the quality of being a dub—is often just another name for wool-gathering; and wool gathering signifies letting your mind go kiting away to the skies wheo you ought to be contentrating every whit of your attention on the task in hand.

For you can't negotiate to advantage while your mind is meandering elsewhere—while your thoughts are loping back to last night's party, or exploring the dark veil of the future and conjuring up fram its shadows some scheme for meeting that tailor's bill which is going to hit you amidships next week. Nor can you sell or put your whole soul into selling when you're watching the passers-by upon the streets or furtively making eyes at the cashier.

Oh, I know all about those dull spells when the customer turns the article over and over and over, and hems and haws about it, and says, in actions if not in words, that before buying he'd like to consult his wife. Then's the time that you would like to lean back and let your mind go kiting to other themes. It's pretty tedious waiting for the customer to make up his mind.

But that's just the time, of all times, when you ought to be on the job. For the hour of indecision is the hour in which the customer must be led to decide; and you are there to lead him. It's then that the chance word fitly spoken makes the article an apple of gold in the customer's eye and winds up by adding to your cash register's contents one or two pictures of silver. And it's by studying him in every word and act, by deftly questioning him, that you'll discover the chance word which will do the trick.

So concentrate yourself upon the single sale you have in hand. It's pleasant to meditate on a wide range of topics—but you can do that when you're not selling. It looks decidedly dashing for you to pause in the middle of a sale and wave your hand to a passer-by—but your customer mayn't be enamored of interruptions, and the "dash" of your act may stroke his fur the wrong way.

In selling nothing counts like concentration—the giving of every speck of your attention to the task in hand and the customer with whom you deal at the moment. Centre all your thoughts on these things, and let the rest of the world, for the nonce, drop quite out of your range of vision.

BIG ORDER FOR RAILS.

It is announced that the Canadian Northern Railway has just placed orders with the Dominion Steel Corporation and the Soo Company for 105,000 tons of rails. The tonnage represented in these orders alone will lay approximately 975 miles.



Furtively Making Eyes at the Cashier.

Twenty Years Ago
In the Canadian Hardware Trade

The following interesting items are taken from Hardware and Metal, issue of July 11, 1891:

"Commercial traveling by bicycle is the latest. A young gentleman rides a high-wheel roadster and carries a sample case, a rubber coat and other small articles. He is traveling for a Toronto house, and his route lies from Toronto, taking in all the towns and villages to Sarnia. The bicycle is finding new fields of usefulness every day."

Editor's Note. — The traveler who would now start out to cover the territory between Toronto and Sarnia, on a high-wheeled bicycle, would undoubtedly create a sensation in every town along the line. If he succeeded in completing the trip he would be acclaimed a modern Hercules. A good many hardware travelers are now going over their routes in automobiles, and there are some retail hardwaremen who are making good use of the motor car. Stephens & Douglas, Chatham, Ont., are using one for their country canvasser.

* * *

"Following the example of the law makers and law breakers at Ottawa, the employes of Harris, Son & Co., and Waterous Engine Works Co., of Brantford, took no holiday on Dominion Day, in consequence of the pressure of work."

Editor's Note—Harris, Son & Co. are now the Brantford branch of the Massey-Harris Co., and Waterous Engine Works Co. are still among the leading industrial plants of Brantford.

* * *

"The Ontario Tack Co., Hamilton, have taken out a permit to build a factory on Queen street, between Barton and York street."

Editor's Note—The Ontario Tack Co. were taken over by the Canadian Screw Co., who later became merged into the Steel Co. of Canada.

* * *

"Mr. Peleg Howland, of H. S. Howland, Sons & Co., Toronto, was married to Miss Smith, of Cheboygan, Mich., last week, and is away on a few weeks' trip on the Upper Lakes."

* * *

"W. R. Hobbs, of the Hobbs Hardware Co., London, has leased the residence known as Erie Bank, at Port Stanley, and his family has taken possession for the summer months."

Hardware Letter Box

Razors.

Leith Bros., Calgary.—"Could you let us know who are manufacturers of the Barrel make of razors?"

This razor is made by a German firm, whose Canadian representatives are Greef-Bredt & Co., 62 Front W., Toronto.—Editor.

Bluestone.

Simmons Bros.—"Kindly advise us where we can purchase bluestone."

Any paint and varnish jobbers can supply this article.—Editor.

Furniture Journal.

Shurly-Dietrich Co., Galt, Ont. — "Would you be good enough to advise us of a furniture journal issued in Canada?"

Canadian Furniture and Upholstery Journal, Toronto.—Editor.

Toledo Cooker.

E. T. Wright & Co., Hamilton.—"Do you know who makes the Toledo Cooker?"

Toledo Cooker Co., Toledo, Ohio.—Editor.

Fire Brick and Fire Clay.

A. B. C., Ontario.—"Could you inform us where we can purchase Keystone Fire Brick and Fire City in carload lots?"

Ontario Lime Association, Toronto.—Editor.

FINE CORONATION GIFT TO THE KING.

As an expression of their unswerving loyalty to the British Crown, the Saskatchewan Grain Growers' Association has presented to His Imperial Majesty King George V., as a coronation gift, an exquisitely designed Sterling silver centre piece, taking the form of a magnificent bread basket.

The Grain Growers of Saskatchewan believe Canada will be the "Granary of the Empire," and as Saskatchewan is the largest grain growing Province in Canada, they believe their Province will be "The Bread Basket of the Empire." The design of the gift, therefore, took the outline and form of a magnificent bread basket centre piece, which stands 36 inches high, with a width of 22 inches.

The decorations on this fine centre piece are emblematic of Canada. The basket proper, exceptionally graceful in outline, is artistically saw-pierced and embellished with delicately executed maple leaves and sprays of Red Fife winter wheat. On one side, beautifully etched, is the Canadian Beaver and Dominion coat-of-arms, while on the reverse side is the Saskatchewan coat-of-arms, together with the Grain Growers' motto, i.e., "Fiat Justitia Ruat Coelum."

The handle of the basket is gracefully festooned with sprays of wheat so delicately modeled and finished that a second or third look is almost necessary to realize that they are not actual, but cunningly wrought models. The heads of the wheat are of solid gold, while the leaves and stems are colored true to nature. Intertwined with the sprigs of the wheat, the presentation inscription appears.

The distinction of furnishing this basket to the Grain Growers' Association was intrusted to Mr. B. C. Crichton, a leading Jeweler of Moose Jaw, Saskatchewan. It was exclusively original and characteristically Canadian in design—produced from silver and gold mined in Canada, and made by Canadian skilled artists.

The details of the construction were carried out for Mr. Crichton by the Meriden Britannia Co., of Hamilton, Ont.

INSTRUCTIVE BOOKLET ON SAWS.

An exceedingly neat booklet has rebeen issued by Shurly-Dietrich Co., of Galt, makers of "Maple Leaf" saws. In this booklet, which is entitled "The Art of Saw Making," all the principal operations in making hand saws, are described and illustrated. Being printed in two colors, a very attractive appearance is given to the booklet, which is of vest pocket size.

The illustration reproduced herewith, is one of those shown in this booklet. It gives an idea of that important oper-



ation in saw making, known as "tensioning." This means that the saws are smithed and hammered, so as to make them perfectly flat. It is necessary that this work should be done by experienced sawmakers who have been carefully trained in the art.

Shurly-Dietrich Co. are mailing this booklet direct, to all the carpenters on their list, and they will do this for any hardwareman who will supply them with a list of names.

Method of Improving Sale of Cream Separators

Christie Bros., Owen Sound, Have a Canvasser Who Visits Likely Purchasers in the Rural Districts—Holding of Demonstrations and Annual Sales Also Found to be Effective.

A splendid opportunity presents itself at the present time for the sale of cream separators. The demand is heavy at this season and the hardwareman, who handles a stock of separators, can work up a large trade if he takes steps to draw custom to his store.

Although it is sold through many sources, the cream separator logically belongs to the hardware dealer. He sells all other household and farming conveniences, such as washing machines and vacuum cleaners, in addition, he handles almost exclusively dairying supplies, such as pans, pails and trimmings. It is natural, therefore, that the public should go to the hardware store when a cream separator is needed. The fact remains, however, that a large share of the trade goes elsewhere for the simple reason that a stronger bid for the custom is made in other quarters.

"I handle cream separators," a well-known hardware dealer said, recently, "but I have never featured them. I have so many different lines of goods that I haven't the time or the space to do much with separators."

If a line of goods is worth handling at all, it is worth handling well. The dealer in question sold possibly half a dozen cream separators a year, and this despite the fact that the particular make he handled was as good as any on the market. His profit in this department of the store was not therefore, very large, considering the possibilities that exist for a wide and profitable trade.

The dealer who desires to improve his sales of separators should first look over his field carefully. He will find that a good percentage of the farmers in his section do not possess a separator of any kind. A good many more will be ready to invest in a new one. He will find, however, that the farmer, in a matter of this kind, is a chronic procrastinator. Mr. Agriculturist may come to the conclusion in 1911 that he needs a cream separator but if left to himself, he will probably make the purchase somewhere about 1914. This disposition to put off for a little longer the purchase of a necessary implement or utensil, does not make the farmer a less valuable prospect, by any means. If approached in the right way, he will close the deal as quickly as any other man. It is the heavy drag of his many duties, the great distance that he lives from town and the infrequency of his visits that causes the farmer to delay in such matters.

The secret that the dealer should grasp, therefore, is that it pays to go to the farmer, when the farmer is slow in coming in of his own accord. Many hardwaremen have inaugurated canvassing systems with considerable success. Among the number are Christie Bros., of Owen Sound, who are this year conducting a canvass of the surrounding district, with a view largely to the sale of cream separators.

Have Capable Canvassers.

Some years ago, Christie Bros. followed the same plan with considerable success. They found that it paid as long as they kept a good man on the road. Salesmanship of this nature entails the possession of a rare combination of qualities—tact, suavity, perseverance and a certain degree of intuition. Every man can not make a success of it. Finally, therefore, they found it so difficult to get men who "fitted in" that they abandoned the idea.

This spring, they secured a man who gave promise of making a success of the work and he was started out. He has since demonstrated to the fullest his capabilities and is bringing in a splendid amount of trade.

He gives practically his whole time to outside work, driving out to some section each morning and making, as far as possible, a house-to-house canvass. As the season progresses, however, and "prospects" accumulate, his time will largely be devoted to seeing those who are down on his list as "probables." Every effort is made to secure the names of prospective purchasers, a great deal being done in this way in the store itself. Customers from the rural sections chat readily of the doings in their neighborhood and are always willing to tell if they know of anyone who is in need of any particular article.

The salesman will frequently have to call several times at one place before the deal is closed. It is persistency which counts in such cases. Sometimes, if it is deemed necessary, he takes out a separator with him to show the customer. The opportunity thus presented of demonstrating the working of the machine enables the salesman very frequently to close up the deal without further ado.

Visit Fall Fairs.

Christie Bros. also make it a point to have a representative at all the fall fairs in that section. They find that it is possible, not only to make many sales on such occasions, but to secure a list of "prospects" which can be followed up later.

Hold Demonstrations.

Many hardware dealers get good results from the holding of demonstrations. It has been amply proven that a demonstration of stoves is a telling method of interesting the public. Equally good results can be obtained with cream separators.

It is also found profitable to hold dairy supply sales, in which separators naturally form an important feature. Turnbull & Cutcliffe, of Brantford, make this an annual feature. They hold a dairy supply sale in February or March each year and have gradually worked up interest in it until now it is one of the big features of their yearly programme. They advertise heavily in the local papers for a week in advance, using generally half page space. In addition to the large stock of dairy pans, milk cans and pails, sold, they dispose of a large number of cream separators during the two days usually occupied by the sale.

Take Up the Line.

There are many hardwaremen to be found in all sections of the country who do not carry separators whose facilities for handling them are unexcelled. They have never taken them into stock, largely through indifference. It would pay them to make a move now and lay in an initial stock. The demand in all parts is steady and, what is more to thepoint, it can be livened up considerably by any dealer who cares to go after the business in an aggressive way.

CLERKS' ASSOCIATION FOR ST. JOHN'S.

St. John, N.B., June 30.—If present plans materialize, there will before long be a strong association of clerks in St. John, which will have much to do with business matters of interest to them Plans are under way for the formation of an organization comprising clerks in all branches of trade and when organized, it is expected that their membership will be between 1,200 and 1,400. The objects of the association proposed are the betterment of the conditions of clerks' livings, a purpose which covers a wide range.

News and Methods of Canadian Hardwaremen

Great Sales of Electric Fans—Improvements Made by Calgary Dealers—More Half-Holidays Announced.

A RUN ON ELECTRIC FANS.

Montreal, July 7.—During the past week with the mercury straining its neck to reach and remain at the century mark Montrealers made a vain effort to keep cool. One result of this was a shortage of electric fans. A representative of Hardware & Metal called at an electric retail house yesterday and was informed that they had sold out everything that resembled an electric fan. "Have you got any to sell?" was the question asked before an explanation was made.

This dealer stated that he could not buy a fan. "The wholesalers are cleaned out," he said. "During the last hour I got three orders for immediate delivery but I had to pass them up. I sold eighty fans in the past week and I could have sold more." This may not cover the whole situation but it suggests the business that was done and the opportunity that presented itself to those who had a stock. It also demonstrates that fans are coming more and more into general use. Many of the orders were for homes as well as offices.

PUBLISHING HARDWARE NEWS.

Belmont, Manitoba.—Box Bros., dealers in hardware, furniture and harness, are the latest to take up the newspaper form of advertising, which has been adopted recently by quite a number of hardwaremen. The first edition appeared in the Belmont News of June 29, and contained a sprinkling of items of news as well as advertising matter. Among the articles advertised in this issue are harvesting tools, harness, Paris green, alabastine and tinsmithing supplies. Among the news items was an announcement that the store would be closed every Thursday afternoon in July and August. Box Bros. call their ad. "The Hardware News."

A REDUCTION SALE.

Ridgetown, Ont.—J. Goldberg is advertising a special sale of hardware, granite and chinaware. For a period of thirty days, a discount of 25 per cent. on all goods will be given. Among the goods mentioned in his advertising are linseed oil, turpentine, paints, screen doors, sprinkling cans, nails, staples, churns, wringers, ice cream freezers.

ENLARGING THEIR STORE.

Kelowna, B.C.—E. C. Scott & Co. are to be known in future as the Kelowna Hardware and Specialty Co. They have decided to enlarge the scope of their business very considerably and as a first step have rented the next store now occupied by another merchant. When added to their present premises, this will give the firm largely increased space and will enable them to display their goods to better advantage. A large new stock of general hardware has been ordered and will be placed in the store by the first of the month.

CALGARY DEALERS MAKING IMPROVEMENTS.

Calgary, June 30th, 1911.—The hardware business in this city is very brisk at the present time, owing to the immense amount of building going on here this year. One dealer in the East end reports a forty per cent increase over 1910. The Calgary Hardware Stores, Limited, are building a new addition to their East Calgary branch. When completed, this addition will double their present floor space. This firm is making great progress.

The McBride Hardware Co., wholesale and retail, have just completed a very elaborate front to their retail store on Eighth Avenue. This improvement adds very largely to the appearance of their store.

At the time of writing, the annual fair is just opening and the retail stores have their windows decorated in a very attractive style, anticipating a visit from their country customers. The Comer Hardware have a window that is well worthy of comment. While J. H. Ashdown & Co. have a magnificent display of brass goods. These two firms are noted for their window displays of seasonable goods from time to time.

At the time of writing there is a Tinners' strike in this city. We hope, however, that a compromise will be made in the near future, satifactory to both parties.

HALF HOLIDAY AT GODERICH.

Goderich, Ont.—The hardware merchants of Goderich have announced that they have agreed to close their stores at one o'clock every Wednesday afternoon during the months of July and August. Chas. C. Lee, C. J. Harper, M. W. Howell, Fred. Hunt and W. R. Pinder have all affixed their names to the agreement. A notable degree of fraternal feeling has always been evidenced among the hardwaremen here, of which this is only another instance.

HALF HOLIDAYS AT BARRIE.

Barrie.—The merchants of this town have decided to close their places of business on Wednesday afternoon during July and August. The new plan was inaugurated on Wednesday of this week, and clerks and proprietors alike enjoyed the chance to cool off a little, after the extremely hot weather.

A SMELTER NEAR KINGSTON.

Kingston, July 4.—S. Birch, of the firm of McKelvey & Birch, has returned home from Montreal, where he was engaged in superintending the installation of a hot water plant in the Bank of Montreal.

Work on the erection of the new smelter, for the American Smelting Company will be commenced next month. The smelter will cost about $36,000. The company expected to start work some time ago, but was not prepared to ship ore from its property in Loughboro, as the Canadian Northern Railway, whose line will go right through its property, had not commenced to build the line. Now, however, as this road is to be rushed ahead, work will also be rushed on the smelter.

On the farm of J. W. Hill, about four miles from Seeley's Bay, there has been found platinum, iron and feldspar. Mr. Hill was prospecting upon his farm when he made the find. He sent samples to Ottawa, and they were found to contain: Platinum, four per cent., iron, fifty per cent., and the feldspar, pure. Mr. Hill states that iron is cropping out at the surface and the platinum two feet below the surface. It is likely that a mine will be opened up in the near future.

MARITIME PROVINCES.

A destructive fire took place this week in Woodstock, N.B., in the machinery establishment of Small & Fisher Co. which did considerable damage before being extinguished.

The Sumner Co., Moncton, are advertising fishing tackle and supplies. They are using good space in the local papers.

Geo. R. Heustis, the Winsted Hardware Mfg. Co., Winsted, Conn., is visiting his father, Leander Heustis, Yarmouth.

HARDWARE TRADE GOSSIP

Ontario.

In the retail store of Rice Lewis and Son, a window display of electric fans is shown.

M. Weichel & Son, Waterloo, announce: "We have sold more gas ranges and plates than any previous year."

Roy Grills, of the Geo. Taylor Hardware Co., New Liskeard, is on a trip to North Bay, as a member of the grand jury.

Franklin Bros., Dunnville, have moved their stoves and tinware stock from their old premises to the store of W. G. Scott.

The hardwaremen of London have decided to observe Thursday afternoon as a half holiday through the summer months.

The hardware merchants of Preston have decided to close every evening at 6.30 with the exception of Wednesdays and Saturdays.

R. Milford & Son, Carp, are leaving for Smith's Falls and have rented their property to Geo. Bateman who will open a tinshop there.

A fire occurred at the Scarfe Varnish Works, Brantford, doing damage to the extent of $2,000. The blaze started in one of the warerooms.

The baseball team of the Hobbs Hardware Co. are doing well in the London Commercial League. They recently defeated McCormicks by 7 to 1.

The Russill Hardware Co., Toronto, have a window display of paint specialties. Oil finishes for furniture and other lines of a similar nature are offered at reduced prices.

Hamilton has secured four new industries, including the Mayor-Brown Co., manufacturers of brass goods and the Boston Insulated Wire and Cable Co., of Dorchester, Mass.

Ross E. Young, of Young Bros., Hanover, was united in marriage to Miss Mabel A. Dibble, of Flint, Mich. Mr. and Mrs. Young spent their honeymoon in Smith's Falls and Muskoka.

Angus Monroe, a member of the hardware staff of R. P. Butchart, Owen Sound, had the tendons of his wrist cut while putting a handle on an axe. Although very painful, the injury will not prove serious.

The death occurred on Monday, at his home, 189 Madison Ave., Toronto, of Chas. E. Levey, secretary-treasurer of the Canada Glass Mantels and Tile Co. He was buried on Wednesday, under Masonic auspices.

Taylor Bros., Lanark, have equipped their tinshop with new machines and tools to replace those destroyed in the recent fire. The new machines are of the latest design and are of greater capacity than those previously in use.

A. E. Stephens, formerly with J. B. Ross, Oshawa, is leaving for the Old Country but, before sailing, he will visit former friends in Guelph. After a two months' visit in his old home at Layton, Essex, he will return to Canada and engage in the hardware business in the West.

W. S. Fisher, of Emerson & Fisher, St. John, N.B., accompanied by his son, was a caller at the Toronto office of Hardware and Metal, this week. Mr. Fisher, Jr., has just completed a three years' course at the Royal Military College and will probably go into business with his father.

Follis Berney, an employe of A. Welch and Son, Toronto, was drowned Sunday while bathing at Port Sidney, Muskoka. He was affected by sunstroke and fell out of a canoe, sinking before help could arrive. He was a son of George Berney, hardware merchant, Caledon East. Before going to Toronto, he was employed with Harry Occomore, Guelph.

W. C. Mitchell, until recently general superintendent of the Dominion Iron and Steel Co. at Sydney, has assumed the management of the Algoma Steel Co., succeeding A. Ernest, who will retain the position of consulting engineer.

Jos. Bell, Haileybury, has opened a hardware store at Swastika and left Wednesday to open up. Errol Neil accompanied him.

On Wednesday the wedding took place in St. George's Church, Guelph, of John Ridout McMillan to Mrs. J. A. Wilcocks. The groom is a member of the firm of McMillan Bros., who recently sold their hardware business in Guelph to D. L. Myers, of Stratford.

On July first, the partnership existing between Thos. A. White and Edwin A. White, who conducted a hardware business under the name of White & Son, at Bruce Mines, was dissolved. The business will be continued by Edwin A. White.

Quebec.

Mr. Mitchell, director of the Jas. Cartland & Son, Birmingham, Eng., brass founders, visited the local trade this week.

Arthur Tritsch, general manager of the International Distributing Co., spent the past week in the Laurentian mountains on a fishing trip.

Archie MacFarlane, agent for Wostenholm's cutlery and other lines has left for Europe and will probably be absent for about a month.

It is generally believed among the trade that the question of the proposed amalgamation of wholesalers will be settled one way or another by the middle of the month.

F. H. Scott Canadian agent for Chesterman's, and Maleham & Yeomans, England, has returned from a trip to the Old Country where he paid a visit to the factories of these two firms.

Edwin Edwards, of the Sandow Physical Appliance Co., Sandow Hall, London, W.C., was a recent visitor to the Montreal trade. His present business trip is practically around the globe.

Among the retail hardwaremen in Montreal on business during the past week were, J. B. Damour, of St. Philomene; Aime Lemieux, of Henryville; J. A. Paquin, of St. Eustache; Corriveau Frere, of St. Sebastien.

Chas. J. Walker, of the purchasing department of Lewis Bros., returned to work this week, a benedict. His marriage with Miss Blanche R. Beswicke, 418 Metcalf Ave., Westmount, was solemnized on June 14, in the church of St. James the Apostle. Mr. and Mrs. Walker spent two weeks in the Muskoka Lakes district.

J. E. Pothier, who has been with Coderre Fils, Sherbrooke, Que., as a hardware clerk, has joined the selling staff of Lewis Bros. He has been appointed to the vacancy caused by the death of J. A. Demers. The territory to be covered by Mr. Pothier includes Quebec City and intermediate points to Chicoutimi.

A fierce fire broke out in some sheds belonging to the Canada Paint Co., Montreal. Some empty barrels and a few casks of paint and varnish caught fire and caused a brilliant blaze. The firemen succeeded in extinguishing the blaze without difficulty. The loss was comparatively small.

J. R. Terrill, with Caverhill, Learmont & Co., Montreal, has been appointed school commissioner for the recently annexed northern portion of the city. His election, by the way, was by acclamation, the only other nominee having retired. Apart from his business activities, Mr. Terrill has found time to devote to the welfare of public, having served as a councillor of Ahuntsic, a suburb of Montreal.

Western Provinces.

Larson Bros. have commenced a hardware business at Penzance, Sask.

The Farmers' Steel and Wire Co will erect a large warehouse at Regina.

The Merchants' Hardware Specialties Ltd., Calgary, have been incorporated.

D. Brown, hardware dealer, Qu'Appelle, Sask., has suffered a loss by fire.

D. J. Wallace, Winnipeg, has sold his hardware stock to Whiting Hardware Co.

Latimer and Hart are starting a hardware and building business at Lethbridge.

Advertising for the Absent Vacationists

City Papers More Carefully Read by the Lake and Mountain Summerers—A Hardwareman Who Takes Advantage of This to Anticipate the Fall Buying Season.

Montreal, June 29.—Can anything be done during the summer months to keep business running along at least about the normal mark? This is a question that doubtless appeals to the average hardware retailer now that the dull season, as it is often called, is approaching. In Montreal, for instance, there is a general movement away from the city to the cooler and more comfortable resorts along the river and in the mountains.

In this manner the buying public are drawn away from the stores. A well dressed window will have little attraction to them during the two midsummer months, for they are keeping away from the business streets. The dealer, of course, can always avail himself of the opportunity of sitting still until the people return from their summering or he may even take a pleasure trip of his own to Colorado or through the Tyrol. But the dealer who is still "on the job" even when there is a tendency to dullness, will hardly be contented with just what fortune is likely to lead to its door.

Time for an Extra Effort.

When there is a period of dullness approaching, the good business man tries to find something that will attract the public's attention in spite of the weather and precedent. The hardware employer naturally likes a holiday himself but that does not mean that this store is going to be locked up just the same. Business must go on and the better it moves during the dull season the better will be the showing next January when stock taking time arrives.

Newspaper Advertising Helps.

H. Bernier with L. J. A. Surveyer, one of Montreal's prominent hardware men, finds that the newspaper affords one splendid method of reaching the people who have left the city behind them for the summer. Local papers give good delivery service for miles around and it is simply a matter of changing the addresses of newspaper readers for two months.

To a representative of Hardware and Metal, Mr. Bernier said, "You know the newspaper seems to mean more at the summer house than when it is received in the city. It is a link or a bond by which citizens are made aware of what is transpiring in the city and the world at large while they are enjoying the country and its invigorating air.

More Carefully Perused.

"From our own experience you know how welcome the daily paper is even when it may be a day or two late. In the city you would scorn it, but at the summer home you carefully peruse it, page after page. We continue our advertising during the summer and often call attention to articles which we think will appeal to people away from the city. From my own experience I know that results have been obtained. People come in and ask for goods that were advertised at such and such a time."

What to Advertise.

It remains with the individual as to what he shall decide to advertise. Screens, hammocks, water filters, fishing tackle, tools, ammunition, are all good for a boost in the advertising space. Lanterns and electric flashlights are worth an effort. The lantern is a favorite and the flashlight has also found a ready demand. One man may think of a certain line and find it successful and still another will think of some other article equally good."

Is Worth While.

This going after summer trade is surely worthy of consideration by retailers who may be located in places like Montreal. Throughout many parts of the provinces towns and cities can be named that are in almost the same position as Montreal in this regard. Probably the retailers are alive to their opportunities and again some may not be making the most of them.

Hardware dealers here and there offer prizes for the largest fish caught in some district. This offer naturally arouses interest and affords an additional means of creating an interest in hardware business during those days when during the midsummer heat a man would prefer an hour's rest after dinner to turning back to the store or when the allurments of his summer home, if he can boast of one, attract so strongly.

ENGLISH TRAVELER VISITING CANADIAN TRADE.

Montreal, July 7.—The Canadian hardware trade are gradually becoming acquainted with English manufacturers as, year after year, this market is invaded with new lines of goods produced in the Old Country.

During the past week the number of companies thus represented, was increased by the arrival in Montreal, of Geo. H. Saywell, who will call upon the Canadian wholesale trade in the interests of several English firms. They are, Evered & Co., brass founders, Birmingham; Robt. Sorby & Sons, manufacturers of tools and saws, Sheffield; Slack & Brownlow, manufacturers of germproof filters, aluminum ware and scales.

Mr. Saywell has an extensive display of goods including 1,500 pieces of brass ware, 150 joiners' and engineers' tools,



GEO. H. SAYWELL,

Who is Visiting Canada as Representative of Several English Firms.

30 saws, 27 filters, 72 gas mantles, aluminum ware, etc. His itinerary includes Montreal, Ottawa, Toronto, Hamilton, London, Fort William, Winnipeg, Portage, Brandon, Regina, Saskatoon, Edmonton, Calgary and Vancouver.

With the growth of business relations between the manufacturers of England and Canadian houses the ties of the Empire, a subject often mentioned now, are bound to be cemented. Mr. Saywell's lines represent the work of 6,500 skilled workmen of the old land. Mr. Saywell has spent 17 years in the hardware trade and has the theoretical as well as practical knowledge.

ESTABLISHING A BRANCH.

The National Screen and Wire Co., Albion, Mich., are building a branch factory at Windsor, Ont. The plant will cost $20,000 and it is expected that fifty hands will be hired at the start.

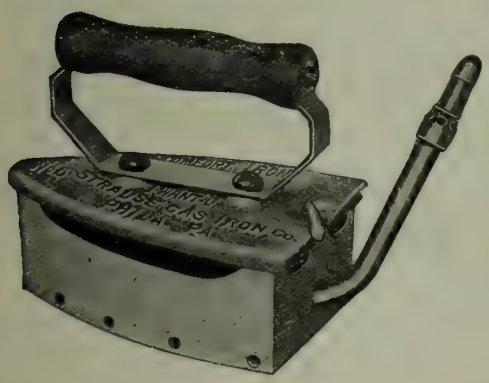
New Hardware Goods

A NEW WAY OF IRONING.

"Iwantu," is the name of a new patented gas heated sad iron, now being made and introduced into Canada by the McClary Mfg. Co., London, Ont.

It is claimed that the "Iwantu" iron consumes about three feet of gas per hour, or thirty feet in ten hours, the time it takes to do the ironing in an average family. At $1 per thousand, this would amount to about 3 cents, as compared with from 50 to 70 cents to heat the irons with coal, for the same period.

The "Iwantu" can be used in any room in the house from kitchen to garret where there is gas, by simply attaching a tube with which it is supplied to any gas jet or fixture, which requires only a few seconds to connect, and in four minutes it is ready for any and all kinds of ironing—wet or dry, light or heavy.



Although heated with gas it is claimed that there are no fumes or odors and no danger, and it might have appropriately been called an air heated iron for the reason that it burns more air than gas, i.e.: It burns about 30 per cent. gas and 70 per cent. air, which is so mixed with the gas that perfect combustion with a purple blue flame is created, radiating heat which is distributed evenly over the base of the iron, heating uniformly all parts from the toe to the heel. This not only heats quickly, but the iron is so constructed that the heat is retained so that after heating it for about ten to fifteen minutes, it can be disconnected in a second—if so desired—and carried to the porch, yard or lawn, or any cool place about the premises where, with the heat retained, the next half to three-quarters of an hour's ironing can be done in comfort with ease and pleasure.

A novel feature in connection with this iron is that it can be used as a heater by simply turning a small lever screw to remove the cover and then placing a cup or any other small vessel above the burner, which is so constructed that even with the cover off, the flames cannot get outside the body of the iron to burn or even scorch the most delicate fabric; or, it can be turned bottom-side up and placed across the stand (which comes with it) thereby converting it into a hot plate.

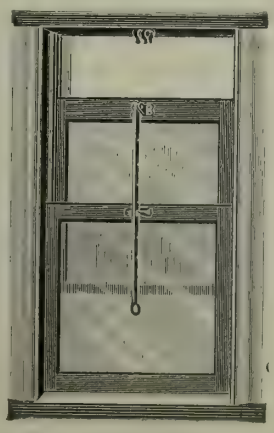
"SHARK" ADJUSTABLE WRENCH.

A quick action adjustable allegator wrench for general purpose work, is being marketed under the name of "Shark," by the Richards-Wilcox Co., of Aurora, Ill. It is adjustable from $\frac{1}{8}$ to $1\frac{3}{4}$ inch, and, while it may be used as a pipe wrench it is equally good for bolts and nuts, either square or hexagonal.

The manufacturers state that with this wrench corners and angles are easily accessible, and that it has a "bull dog grip" which does not slip. The "Shark" wrench is made in two sizes, 8 and 12 inches in length, respectively.

SASH LOCK AND WINDOW ADJUSTMENT.

A simple device in a sash fastener has recently been invented and is being marketed by the Hunnable Sash Lock & Window Adjustment Syndicate, whose



head office is at Hamilton, Ont. This sash fastener also acts as a sash opener, adjuster and lock.

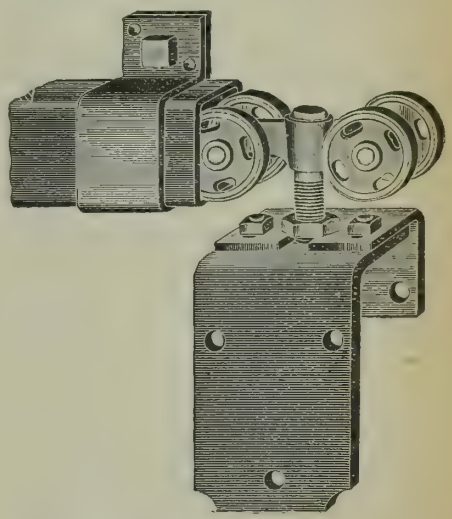
It is stated that this sash lock, without the expense of a box frame, sash cords, pulleys and weights, performs practically the same service, and also locks the two sashes together, thereby preventing outside intrusion, while at the same time admitting fresh air.

It is claimed that with this device it is easy to open the window for cleaning, and to adjust the sashes at any position desired.

BALL BEARING TROLLEY HANGERS.

The Richards-Wilcox Mfg. Co., Aurora, Ill., is placing upon the market a full line of ball bearing trolley hangers. They are made in six sizes, to carry doors of all sizes, and especially adapted for garage work and warehouses.

The trucks consist of drop forged



yokes, with four wheels to each hanger, as shown in the accompanying illustration. Hangers are equipped with both vertical and horizontal adjustments. The company has illustrated these in their No. 11 catalogue, and we suggest that our readers write for this handy reference book.

The firm of A. B. Ormsby, Ltd., has been awarded the contract for the new Winnipeg Central Y. M. C. A. and the new Allan Line Steamship building.

The Vernon Hardware Co., Vernon, B.C., have offered $75, to be divided into first and second prizes of $50 and $25 respectively for the best ten boxes of apples grown in the Okanagan from trees sprayed by the Bean pump. The prize has been contributed to the fall fair prize list.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 60.

MARKETS IN BRIEF

Montreal.

Turpentine.—Down 1c.
Linseed Oil.—Down 2c.

MONTREAL.

Montreal, July 7. -Numerous holidays, combined with intense heat, partially explain the comparative quietness that prevailed in the metal markets during the past week. Canada had the first of July off, the United States followed with the fourth, and England is just beginning to settle down after the ceremonies in connection with the coronation. This condition naturally had the effect of creating more or less quietness and the hot wave did not stimulate business. The result is that there is no particular feature to report this week. The pig iron situation is unchanged and the other metals do not show any special movement. It is learned that there has of late been more lead brought in from the Old Country than is usually the case, owing to what is termed temporary light home production. This latter results more from the labor end of the work and will pass, it is said, with the settlement of whatever difficulties may exist. Tin has been holding out at the figures which have been quoted for some time and does not seem to show any particular weakness. Copper is rather firmly held, but, as before stated, there has been nothing of particular moment during the week.

Pig Iron—There is no change in the Canadian situation. There is a steady demand for pig iron reported throughout the country with United States prices still on a basis that is not regarded as favorable to Canadian furnaces, especially in the west. Business here has been pretty much the same from week to week recently, and so far there is no change. Prices on dock Montreal, are: No. 1 Summerlee, $20; Select Summerlee, $19.50; Soft Summerlee, $19.00; No. 3 Cleveland and Clarence $16,50 to $17.00.

Tin—This market has been quiet, and while there has been no change locally, primary market this week showed a weakening tendency, due to a certain extent to increased supplies. Business is still for present requirements and the local price is unchanged at 48 cents.

Copper.—During the past week copper has shown an easier tendency. Locally there is a steady demand with the price at last week's figure. Primary markets show signs of an easier feeling but whether it will remain thus for long is, as usual, the problem of the trade.

Lead.—There is nothing new to report in regard to lead. As stated above there has been a considerable amount of lead imported owing to home production showing some curtailment of late This, of course, is only temporary. The market is steady with price unchanged.

Spelter.—The market is featureless. Demand is normal and the price unchanged. Primary market conditions are favorable.

Old Metals.—Trade in old materials is steady and prices are as follows:—Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, July 7th, 1911. — This is never a busy season in the metal trade, and it is not surprising to learn that there has not been much business offering during the past week. The record-breaking heat wave has seriously affected the demand and, as a matter of fact there has probably been less actual business booked than for some little time past.

In the Toronto district the principal foundries have all been practically closed down on account of the heat. On Monday and Tuesday none of them made any attempt to operate, and not an important iron-working plant here, has worked to capacity at any time during the week. This has necessarily affected the consumption of pig iron, so that no inquiries of any moment, have materialized.

A very encouraging feature of the situation is that conditions are really improving in the United States. The outlook for the latter part of the year is considered quite promising, and Canadian furnaces as well as importers of British pig iron are looking forward to a cessation of the extremely low prices which have been quoted by American furnaces recently, in the Canadian market.

Competition among metal merchants has been unusually keen this week, and some low prices have been quoted for the little business that offered.

Tin.—The fact that prices continue on the same high level as for some time past, shows that the strength of the Syndicate is undiminished. Stocks are very light on every hand, and one of the leading Toronto jobbers sold out all the tin they had on hand, to-day. The price quoted locally is the same as last week.

Antimony.—Trading is quiet, but not quite so lifeless as it was during the last few months. Prices remain unchanged.

Copper.—The situation is just about the same as last week. Trade in U. S. is not yet active but an early improvement is looked for. Meanwhile Toronto quotations remain unchanged.

Plates and Sheets.—In this line a steady improvement is taking place which is quite unexpected for this time of the year.

Pig Iron.—Competition from U. S. sources is diminishing, but local merchants have all made strong efforts to land any business that was going. Consumption this week was very light, owing to the extreme heat. Prices quoted are as follows:

Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro' No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—A fair business is being done at unchanged prices. Stocks are light.

Spelter—This metal continues to show strength, but the expected advance has not yet eventuated.

Old metals—We are still quoting: Heavy copper and wire, 10½c to 11c; heavy red brass, 7½c; heavy lead, $2.90; light copper and bottoms, 9¾c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

Western Provinces.

A. J. Box, of Box Bros., Belmont, Man., has returned from Sewell, where he was in camp with the 12th Manitoba Dragoons.

The Souris Hardware Co., Souris, Man., have sold out to F. and J. Field, Bradwardine.

Harry Deacon, Invermay, has purchased the hardawre stock of Neuert Bros. and Tullock. He is now moving into his new store.

The Watrous Hardware Co., composed of J. F. Clarke, president, R. M. MacLeod and T. J. Tollack, have started in business at Watrous.

McLachlan Bros., Vancouver, have disposed of the manufacturing end of their business to the Scoullar Sheet Metal Works and will devote their entire attention to the retail hardware trade.

HARDWARE MARKETS

MONTREAL.

Montreal, July 7.—Conditions during the past week have been uneventful except for a hot wave that made work anything but a delight, and more than one clerk would have given a week's salary for the opportunity of meeting old Adam in some dark alleyway. Business did not show any falling off, however, and a good sorting trade is reported. Demand for household goods especially those required in preserving are going well. Home scales, preserving jars, kettles, and such lines have been quite popular. From the cities throughout the country there is still a healthy enquiry for builders' goods and there is still a demand for harvest tools. The movement in fall lines has not amounted to much yet, but it will not likely be long now until there is more attention devoted to this preparation for the next season.

Lawn and Garden Tools.—The warm weather has resulted in continuing the demand for lawn accessories. Sprinklers, nozzles, couplings, hose, shears and lawn mowers are going out to a certain extent, orders in this department being of a sorting up variety. Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamp, ½ to ¾-in., 25c a doz.; hose couplings, ½ to ¾-in., $1 a doz.; hose sprinklers, ring patterns, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz., and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75c each and upwards. The discount offered is 50 and 50 per cent.

Harvest Tools.—The demand for harvest tools is appreciable and on the whole a big business should be done if the present crops are unhurt. Some quotations and discounts are: Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field, garden hoses, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz.; snaths, 40 p.c. discount.

Seasonable Lines.—A good sorting up business shows that seasonable lines are still in demand. Ice cream freezers, hammocks, and quite a long list of articles are still included here and there on order sheets.

Household Utensils.—In this department there has been considerable attention paid to articles used during preserving time. Otherwise there is a fair general trade. Some of the prices quoted are: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt. $1.50; 2-qt., $1.65; 3-qt., $2.05; 4-qt., $2.50; 6-qt., $3.15; 8-qt., $4; coffee percolators, $1.75 to $3.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c. per set; nickel-plated, 87½c. per set; nickel-plated, 87½c. per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Contractors' and Builders' Supplies.—Business does not show any appreciable falling off in this branch of trade reports bring still of a satisfactory nature.

TORONTO.

Toronto, July 6.—Despite the extreme heat of the past week, business has been exceptionally good. It may possibly be that the demand will suffer as a result of the unusual weather conditions but so far there has been no indication of anything of this kind. On the contrary, some lines have been brisker than ever, as a result of the heat.

The first signs of the hot spell saw an immediate revival of the demand for refrigerators. As the supply was still short, however, many orders went unfilled. There was also a heavy demand for screen doors and window screens, although most of the orders received were small.

No price changes are recorded. A firm note is noted in all departments.

Seasonable Goods.—As noted above, the demand for summer goods, such as refrigerators, screens, hose, etc., was revived as an immediate result of the weather conditions. Orders for small quantity, immediate delivery, came in from all sections. In a majority of cases, the refrigerators ordered were of the cheaper grade and, as the market is absolutely devoid of such goods, the orders were not filled. The stock of cheap grade refrigerators was sold out some time ago and it has been practically impossible to obtain further supplies since. "This has been a record year in refrigerators," stated a local jobber, to-day. "We have sold more than any previous year in my experience. At that, we could not fill all orders placed with us, on account of the shortage."

The heat caused so heavy a demand for ice cream that the stores could not cope with it and, as a result, many people bought ice cream freezers of their own. The call for freezers was unusually heavy. Hammocks, tents, etc., also sold well all week.

Household Goods.—The demand is well sustained in all lines. Preserving kettles are moving briskly and all varieties of graniteware and tinware are selling.

Harvest Tools.—The feature of the trade at the present time, perhaps, is the demand for harvest tools. Hay forks, scythes, field and garden hoes, rakes, sickles, etc., are all selling well. The retailers are stocking up now in the prospect of a heavy trade, when the harvesting begins.

Builders' Hardware. — The warm weather has retarded building operations in some sections but there has been no noticeable diminuition in the demand for builders' hardware so far. In the city, the trade has gone along without any signs of slackening. Contractors and mechanics' tools are selling well.

Heavy Hardware.—All varieties are brisk and firm. Bolts, nuts, screws, rivets, nails, etc., are all showing a healthy advance, the demand being now larger than for some time past. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Stoves and Heating Goods.—Although it may sound hardly credible, there has been a fairly good demand during the past week for oil and gasoline stoves. Some gas stoves have also been sold. The demand for furnaces is growing as the building season advances.

Sporting Goods.—The demand is still good. Sorting up orders are being received from all parts, some of them large enough to indicate that there has been a healthy, all-around retail trade. Canoes have come into unusual popularity since Old Sol made his presence so keenly felt.

TO TOUR THE WEST.

Jos. Akitt, of Creemore, Ont., was a visitor of Hardware and Metal's Toronto office on Tuesday of this week.

Mr. Akitt is taking advantage of the midsummer lull to make an extensive tour of Western Canada, and he left Toronto on the steamboat Express, Wednesday, on the first stage of his journey.

Before returning home in September, Mr. Akitt will go West as far as Victoria, and will visit all the important places enroute. As this is his first Western trip, he intends doing the country thoroughly, so as to have an accurate idea of Canada's great prairie lands.

During Mr. Akitt's absence, his fine store at Creemore will be in charge of his son, Albert, who has secured the best of training in the hardware business under his father's supervision, and is quite competent to look after things successfully.

The Western Hardware Market Situation

Summer Rush is at Its Height—Preserving Supplies Selling Strongly—No Price Changes Reported.

Winnipeg, July 6, 1911.—Conditions in the hardware market show little difference from last week. The summer rush is at its height, and orders continue to arrive in large batches. The holding of the Canadian Industrial Exhibition during the middle of this month will bring many travelers from Manitoba and Saskatchewan into the city for a few days at any rate, and consequently, those who intend coming in are doing a little extra work at the present time. One of the large wholesale houses at present is revising its catalogue, which, of course, has necessitated the return of all travelers, of that firm, to the city, and it is expected that they will be in for a week or two at any rate.

Business is reported to be good this week, wholesalers and retailers are commenting on the fact that there has been no preceptible falling off yet of the demand in general lines. Harvest tools are still going out in large quantities, which include hay forks, straw forks, barley forks, and section rivets. Season lines are also busy both for outside and inside use. Refrigerators, ice-cream freezers, as well as lawn mowers, and hammocks are still in great demand. Screens for windows and doors are selling in small quantities, as the demand is now only for the newer houses that are being built throughout the West. Household goods are also strong this week, especially for preserving supplies. Westerners put down large quantities of fruit every year, and preserving kettles, sauce-pans, etc., are moving in large bulk. The demand continues to hold good also for all lines of heavy hardware There is a good movement and general strength prevails with reference to prices. Nails, bolts, barb wire, and chain are moving out very briskly. Orders for sporting goods are still arriving, although the heavy rush for these lines might be considered to be over. The hunting season is being taken into consideration by some retailers and a few scattered orders for guns and ammunition are arriving.

Prices in all lines are steady, and no change whatever is reported this week:—

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.75; sleight shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $15

Blocks—Steel, 45; wood 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24 $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.00; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $7.75; grass, $1.70.

Iron Washers — Full box, 40 p.c.; smaller lots, 35 p.c.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.75.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.75; broken lots, $9.50.

Steel Squares—10 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c extra; bright iron $3.20 base; brass spring wire, base 29c; plain galvanized wire, Nos. 6, 7 and 8, $3.40; No. 9, $2.90; 10, $3.50; No. 11, $3.55; No. 12, $3.10; No. 13, $3.25; No. 14, $3.95.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

Much interest is being evinced at the present time in the flax crop situation. It is a recognized fact that the price of linseed oil has been too high this year to bring about heavy trading. This of course was brought about through the price of flax seed and consequently new conditions are being looked forward to.

In February, 1911, the price of linseed oil in London, Eng., was £50 a ton. This was the highest price in 75 years. In 1837 the price of linseed oil in London was £47 10s per ton, which was the next highest during that period. The average for the 75 years was between £32 and £35 per ton. The period of the Crimean War 1854 and 1855 brought linseed oil to £45 10s per ton. This high price was due of course to the fact that the majority of the flax was then grown in the Balkan, thus in spite of that fact that no wars were prevailing to unsettle conditions, prices soared to a heighth during the last six months that has not been reached in previous history. There is little wonder therefore that the English oil buyers went out of the market this year, with the result that the trade has been suffering considerably.

Regarding the flax seed itself it was at its highest point at the time of the Crimean War when it reached a heighth of $2.76 per bushel for the reason mentioned above. The highest price at which a transaction took place on the Winnipeg Grain Exchange was $2.56 per bushel, which price is considered by dealers

Continued on Page 52.)

Methods of Retailing Paints and Varnishes

Getting After the Autumn Paint Trade

How a Progressive Dealer Canvassed all the Owners of New Houses in Town and Successfully Introduced a New Make of Paint—Send Out Literature.

A great amount of paint will be used this fall on the new buildings now in course of construction. As there is every indication of a record-breaking building year, it naturally follows that the fall demand for paint will also set a new mark.

The aggressive dealer will recognize that a splendid opportunity is thus presented, and will lose no time in meeting it. This can best be done by getting in touch with the parties engaged in building at the present time.

It is recognized that the circulation of paint literature is a sure means of creating an added interest in the subject and, ultimately, a bigger demand. Dealers often complain, however, that it is too difficult to "pick the field" properly; that their literature falls largely into the hands of people who could not, under any circumstances, be termed prospective customers and that it is very hard to determine who are, and who are not, good "prospects." At the present juncture, this difficulty does not present itself. By keeping watch on building operations, the dealer can find out everyone who is putting up a new building in the place and consequently he will have at his disposal a list comprised of none but sure users of paint. A new building will certainly require paint and, if the dealer gets on the ground early, he will stand a splendid chance of persuading the owner, architect or builder—whoever has the last word in each case—that the work should be done with the particular make of paint that he sells.

Send out Literature.

It is a wise move, therefore, to send out some form of literature, bearing on the paint question, mailing copies to the owner, architect and builder of each house in course of construction. To follow this up with a series of personal calls would be to clinch a good share of the business. A canvassing campaign would take considerable time but the results would amply justify the means.

The writer recalls a case in a western Ontario town where a hardwareman had stocked a new line of paint and had determined to push it for all he was worth. He believed, in the first place, that he was handling the best paint on earth—not as good as the best, or equal to the others, but the only real, simon pure "best" paint made. His enthusiasm made it possible for him to convert others more readily than it would be for the half-hearted advocate, who was not convinced that he had something really better to offer than the other fellow. But the paint was a new brand in that locality and the dealer was shrewd enough to see that he would have to fight hard to gain recognition for it. Through August and early September, he started to canvass hard for the new building trade. He called not only once, but several times, on each owner and he talked his make of paint so enthusiastically and persistently that gradually they began to feel that it surely must be the only paint worth using. His persistency won for him a great number of orders. The paint proved itself, being a high-grade paint, and the dealer found that in almost every case he made, not only a sale, but a permanent customer as well.

It is aggressiveness of that stamp which builds up a paint connection and holds it intact. Good paint will sell itself, declare some men. But good paint will never sell itself if it stays on the shelves. The good qualities of a splendid make of paint have often been concealed under the dust that the dealer allowed to accumulate on his stock while inferior stuff was being sold all over town by his progressive rival.

Making Good with the Small Specialties

Many Small Lines Carry Big Profits—How They Help to Gain Women's Trade—Making an Appeal to the Home Lover — Exodus to Summer Cottages Gives Opportunity.

The ingenuity of paint and varnish manufacturers has produced, during the past few years a number of specialities done up in small packages, which have made a big hit with the public, wherever introduced. And they have proven most satisfactory to the hardwareman, as well, for they have carried a big profit, have been easy to sell by reason of the persistent advertising of the manufacturers.

One of the specialties which one notices in a good proportion of hardware stores is a straw hat enamel, packed in small tins which are attractively arranged on a display card, and therefore, if placed on the counter or display case, the cannot help but attract attention.

This article has probably sold best in the smaller places, where their value in effecting an important economy, was instantly recognized. People found that, at very small expense, they could brighten up their last year's hats, and make them practically as good as new. Sales of this hat enamel are much in order just now, as the fierce sun of the past couple of months has faded every headpiece, and made it a prospect for a tin of straw hat enamel. Dealers who made good sales of this article in the early spring when straw hats were making their first appearance, will do well to move their display card to a prominent place again.

For Renovating Chairs.

It is astonishing what can be done to renovate old kitchen chairs, antiquated rockers and other pieces of furniture which appear to have seen their best days simply by the application of some of the numerous finishes which have been specially prepared by prominent paint manufacturers, for work of this kind. The writer has seen many instances of people who were about to discard some old chairs, but, being induced to try some of these chair finishes, they surprised themselves by turning out an article as good as new.

Porch chairs were among the articles which were most frequently treated in this way. Every verandah must have its quota of these resplendent pieces of furniture, and, being left out in the weather throughout the summer months they are naturally a little the worse for wear at the end of the season, and have to be fixed up a little before being trotted out for the next campaign. These chair enamels have certainly filled a need so far as porch chairs are concerned, amd the man on the street

would find it difficult indeed to distinguish the new from the renovated.

Painting at the Summer Cottage.

Just now the real exodus of summer cottagers is taking place. Many people who have felt like making for the lakes or mountains for a long time past, have remained at home and endured the heat because they had children writing on the examinations. These, however, are drawing to a close, and the last contingent of those who are able to enjoy the hot weather at a watering place, are about to depart.

When they arrive at the cottage, they will find lots of things which need renovating, and, most of all, the verandah chairs.

Everybody who has ever experienced life at a summer resort knows just how hard it is to purchase little necessities such as paint, glass, putty and number of other supplies which the hardwareman carries in stock. They would consider it a real favor if somebody could suggest some easy way by which they could procure these supplies. So, while we are talking about summer cottages, let us make the suggestion that hardwaremen should make it a point to inform those of his customers who intend going away that he can supply their wants in this line, sending up the goods so that they can be packed with the groceries and other supplies. Or, give them to understand that, if they discover, after their arrival, that they need something in the hardware line, all they have to do is to drop a line to their own home dealer, and he will see that the goods are sent to them promptly, and by the best route.

Some of the large department stores in the cities make a specialty of summer resort trade, and, by paying attention to just such details as are appreciated by people at a distance from a base of supplies but able and willing to pay for service, their trade in this line is rapidly growing.

Canoe Enamels, of Course.

One of the first disappointments the summer resorter will encounter, will be furnished by his canoes and boats. Of course they will leak, and it will then occur to him that they must be painted. Now, the real canoeist could not bear to put any covering upon his craft, except the well-tried enamel he has been in the habit of purchasing from the hardwareman at home. What is more natural than that he should at once communicate with the hardwareman at home and ask him to send up some of "the same kind as he used before!" Of course this will be the most natural thing for him to do, if the hardwareman has convinced him that he will look after his mail orders properly.

Stencil Paints.

Another small line which is increasing in popularity is stencil paints. The present is also a good time to push the sale of this article for the curtain and draperies of the summer home will also be requiring attention. There is no more economical or pleasing way to treat them than by the stenciling method, and the fact that there is considerable leisure around the summmer home makes it more than likely that stenciling would be hailed as a fine diversion.

A GOOD FLAXSEED CROP.

There is every indication of a good flaxseed crop, although the reports of drought conditions in South Dakota have acted somewhat as a damper of late. The state has been affected by the long continued dry weather and it is not now considered likely that the yield will equal early expectations.

A promising feature is the excellent growth of flaxseed in North Dakota, which ordinarily produced the bulk of the crop. The Paint and Varnish Record comments on conditions in North Dakota as follows:—

"The serious calamity to last year's flaxseed crop was caused by the drought in North Dakota, and it is only by a heavy damage to the crop in this state that the shortage can be expected to be very pronounced. So long as North Dakota shows prospects for a good yield the conditions are more or less encouraging."

Reports from the Canadian provinces are encouraging in tone. Rains have been fairly heavy and the weather, to date, has not been hot enough to cause any damage to the crop.

Taking the conditions as a whole it is a reasonable assumption that the yield will be more favorable than last year. It is hard to say what the future holds out, however, and it is not possible to accurately gauge the extent of the crop at this early stage.

FIRE IN PAINT FACTORY.

A fire broke out on Sunday in the Martin-Senour Paint Co. factory, at Montreal, starting on the fourth floor and spreading quickly to the storey above. The firemen succeeded in confining the flames to the two upper storeys and finally got the blaze under control. The interior of the two floors was badly scorched and the lower part of the building was flooded with water.

It is thought that the fire was due to spontaneous combustion.

WESTERN HARDWARE MARKETS.

(Continued from page 50)

to be just about double the standard or normal price of flaxseed. One of the largest wholesalers in the city who is very closely in touch with the situation, stated that better profits could be obtained with flax selling at $1.25 per bushel, and linseed oil at 65c to 75c a gal. then at the prices which are prevailing to-day. This is because with oil at that price practically all that was manufactured could be disposed of, and consequently farmers could find a market for all grain, good, bad or indifferent, in proportion to the demand for the manufactured article. The situation this year is therefore a very complex one, and manufacturers of paint will certainly be called upon to use considerable judgment in the disposing of their stocks. It is the opinion that some will undoubtedly come out with a deficit, while others state that if they make expenses they will be satisfied.

The new crop is therefore looked forward to with much apprehension. The increased acreage in the three prairie provinces will, of course, naturally result in an increased yield. One gentleman who is closely in touch with the situation at the present time remarked that he expected to see a crop of three times the amount of last year. The acreage, he stated, had been practically doubled and rain had been general throughout the West so far. Therefore counting on good weather conditions for the next few weeks the yield of bushels per acre should be vastly increased over that received last year.

In the trade, all lines continue steady, and everything is strong. The oil mills are shut down for the present, and not expected to be opened before the new crop arrives. Stocks are, however, of good size and for the present there is little doubt of a large decline. Prices remain as follows:—

Turpentine.—85c per gal. in barrels, and 95c in small lots. Linseed Oil.—$1.20 for raw, $1.23 for boiled.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rock, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

Mark Johnson, of Ackland and Son, Winnipeg, is visiting his parents at Stayner.

3 PROFIT EARNERS

For All Paint Dealers

M L Paint comes in a great assortment of shades, outdoor and interior finishes. Just meets your market, and a customer can't make a mistake, because it's the easiest to use and handle. You get the benefit and the profit of handling a satisfactory paint of high quality. Sell poor paint—you get the blame.

The M L Line Pays Dealers

M L Floorglaze is a floor finish, an interior finish, an outdoor finish in one, and self-varnishing at that. Saves the buyer trouble. Makes a scratchless finish of high gloss. Easiest to use and a great seller, well advertised by us.

ELASTILITE VARNISH

A varnish finish that won't mar easily, that brushes well, that gives a high surface in amateur hands. Dealers that sell it sell absolute satisfaction in every way as to finish.

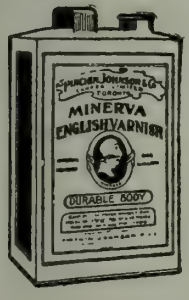
Get our Dealer Proposition, samples and color cards.
Address nearest branch to you.

IMPERIAL VARNISH AND COLOR CO., LIMITED

6 to 24 MORSE STREET, TORONTO

108 Princess Street, WINNIPEG

524 Beatty Street, VANCOUVER



A Word to the Wise





is sufficient. A word to you, Mr. Dealer, about

MINERVA

Paints and Varnishes

should be the same thing. We assume that you have secured an enviable reputation by handling honest goods and by employing honest methods. Here's a new paint and varnish being manufactured in Canada. The Pinchin-Johnson Company, of London, England, have been manufacturing Minerva brand for 76 years. The quality of their product is unquestioned. The ingredients of their paints and varnishes are the purest and best obtainable. The manufacturing process is scientific—the machinery in our big, new Canadian factory is thoroughly modern and up-to-date. Large railroad and steamship companies and prominent decorators all over the world use this brand.

It's an attractive proposition for you from every side — reputation and profit. Make Minerva brand your headliner. Write to-day for information and dealers' price list.

PINCHIN, JOHNSON & CO. (Canada), Limited

Established in England in 1834. 377-387 Carlaw Ave., Toronto, Ont.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 7.—The price of linseed oil and turpentine are down again this week although the last reduction is quite a small figure. It is hardly necessary to say that the weather has had some influence on business which like humanity wilted to a certain extent under the heat waves. City travelers do not deny that in many cases retailers were not eager to talk business and they themselves were looking for the cool spots. On the whole business has been fair in spite of the heat. Last week it was stated that linseed oil showed a tendency to lower prices and the figures then quoted have been pared again. The downward tendency in the price of turps seems to be quite persistent.

Linseed Oil.—The demand is a little easier than has been noted of late. The quotations announced this week were for raw $1.01, and for boiled $1.04. Judging from the present demand the big bulk of the purchasing seems to be over for the present or is rather temporally quiet. There is still a great deal of work to be done and the demand for paints and paint necessaries is bound to be felt throughout the whole season.

Turpentine.—Turpentine does not seem to have put the brakes on yet and is following the downward tendency that has been noticeable of late. The local price is now 75c as compared with 76 last week. There is a feeling that turpentine has about reached a steady basis, although it might be added that it was hardly thought that it would drop to the present level.

Arsenate of Lead.—Trade is quiet in arsenate of lead. The demand is light, but it is fair enough for this time of the year, the majority of the dealers having secured their supplies. Prices are: In bbls., about 800 lbs., 9c; in half-bbls., about 400 lbs., 9½c; in 25-lb. wooden kegs, 10c; 5-lb. bottles, 12c; in 2-lb. bottles, 13c; in 1-lb. bottles, 14c.

Paris Green.—Business has reached the small end just now and the retailer should be getting rid of his stocks. Demand has not entirely disappeared, and it is still expected to be heard from for some time yet. Prices are as follows:—In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c; 50-lb. and 100-lb. drums, 18¼c; 25-lb. and 100-lb. drums, 18⅜c; 1-lb. packets, 100 lbs. in case, 20¼c per lb.; 1-lb. packets, 50 lbs. in case, 20¾c per lb.; ½-lb. packets 100 lbs. in case, 22¼c per lb.; 1-lb. tins, 100 lbs. in case, 21½c per lb.

Varnishes.—Trade in varnishes is fairly good and contributes largely to the present general demand. Japans and shellacs are also moving satisfactorily.

Putty.—There is nothing new to report in this market which is steady and well maintained. Existing prices of putty are:—Bulk, bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

White Lead.—Orders are fairly numerous and demand is steady. Prices are unchanged as follows:—Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b. Montreal.

TORONTO.

Toronto, July 6.—The amount of business done in paint and oils this week has not slackened up at all as a result of the heat. Local manufacturers and jobbers say they are busier than ever. It is probable that outside work was suspended for some days but this has had no appreciable effect so far on the demand.

There is an unusually steady tone to the market. For the first time in some weeks, both turpentine and linseed oil have been steady, a most unusual state of affairs in view of the spectacular performances of both these commodities since the first of the year.

Linseed Oil.—The market has experienced very little change in the last week. The situation elsewhere is practically the same. While the market remains rather dull in Great Britain, the quotations for present delivery do not indicate any great reduction in price. All sales here are being made now for immediate needs largely and, as the Canadian producers have light stocks, it is a reasonable assumption that the present quotations will not be materially altered for some time.

Raw oil is quoted at $1.05, and boiled at $1.08.

Turpentine.—Turpentine has "touched bottom." All agree on that score now. Selling at 75 cents, it is quite normal; in fact, that price is declared to be lower than local jobbers should quote but keen competition here has kept the figure down. "The price for single barrel lots," explains one jobber, "has been put down to a point at which jobbers have only a very ordinary margin of profit, which hardly pays them to cover the amount of leakage that must necessarily take place during the hot weather."

The turpentine market at Savannah and Jacksonville has been a little erratic during the past two weeks. A light accumulation of stock has taken place, but the price tendency is all toward firmness.

Rosin.—In rosin a very considerable reduction has taken place in the commons. This may even be reduced further as the soap manufacturers, who use many barrels in the year have now adopted the finer grades of rosin for their use. This will likely leave the dark rosins to receive very little call and a further reduction may be looked for.

Putty.—There is a steady call for all grades, prices standing firm. Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.29; bladder, in barrels, $3.

White Lead.—There is a heavy consumption of white lead with lots of good business is sight. Outside work has now reached the stage where painting can be proceeded with and the painting fraternity are therefore ordering lead in good bulk.

Prepared Paints.—The extreme heat had some little effect on the sale of prepared paints. Several houses report that their travelers found it difficult to business with dealers during the early part of the week on that account. Business from other sources kept the demand well up to the average, however.

Varnishes and Japans.—Conditions remain good. There is a brisk trade, with a marked tendency to favor the best grades. Quality is in demand more than ever before.

Glass.—Import orders are being placed in promising bulk. The demand from the trade is growing.

Petroleum.—There is a steady demand. Prices remain at: Canadian prime white, 12c; United States water white, 13½c; Pratt's Astral, 15½c.

GOT WHAT HE WANTED.

"Please, sir," piped the tiny customer, whose head scarcely reached the counter, "father wants some oak varnish." "How much does your father want, my little man?" asked the shopman. "Father says, will you fill this?" said the little fellow, handing him over a half-gallon can. It was duly filled and handed over. "Father will pay you on Saturday," said the recipient, casually. And then the face of the shopman grew dark. "We don't give credit here," he said. "Gimme back the can." Meekly the little lad handed back the can, which was emptied, and handed back to him with a scowl. "Thank you sir," he said. "Father said you'd be sure to leave enough in the can, round the sides for him to finish the job he wants to do and I think you 'ave, sir."



"Suggestion Book"—A twenty-four page booklet of fine-colored prints of harmonious color schemes for interiors and exteriors.

¶ The mission of paint is to beautify and protect.

¶ The mission of the "Suggestion Book" is to meet the request made of us by customers all over the Dominion for suggestions for harmonious color combinations.

¶ This book enables agents for B.-H. "English" Paint to advise their customers regarding colors for home decorations and to show prospective customers how various color combinations would appear on buildings of different architectural designs.

¶ Any enterprising merchant anywhere will have a permanent profitable paint department with B.-H. "English" Paint and B.-H. selling helps.

¶ If there is no B.-H. "English" Paint agency in your town, write our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 10 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal	Toronto
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 2 "	20 50	22 50
Carron, special	27 00	
Carron, soft	25	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Fire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90		2 90
All bright, 52 sheets	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—	
22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	2 86
⅜ "	2 25	3 08
½ "	2 63	3 48
¾ "	3 28	4 43
1 "	4 70 1 "	6 35
1¼ "	6 41 1¼ "	8 66
1½ "	7 70 1½ "	10 40
2 "	9 57 2 "	13 86
2½ "	16 39 2½ "	22 14
3 "	21 52 3 "	29 07
3½ "	27 08 3½ "	36 58
4 "	30 78 4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 75
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	7 50	7 50
Part casks	8 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 25

TIN AND TINPLATES

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$48 00	49 00

Redipped Charcoal Plates—Tinned

M L S, Fanous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.		
I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.		
I C, 14x20 base		4 50
I X, 14x20 base		5 25
I X X, 14x20 base		6 00

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.	
Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No. 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.55; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90



BOECKH'S "STEEL GRIP" BRUSHES

Comprise the following lines —

OVALS In Black and White Bristles, for Paint and Varnish.

FLAT PAINTS In Black and White Bristles.

FLAT VARNISH In Black and White Bristles.

FINE BRUSHES In Badger Hair, Fitch Hair, etc., for Finishing work.

Name and Design Registered 1909. Patented 1910.

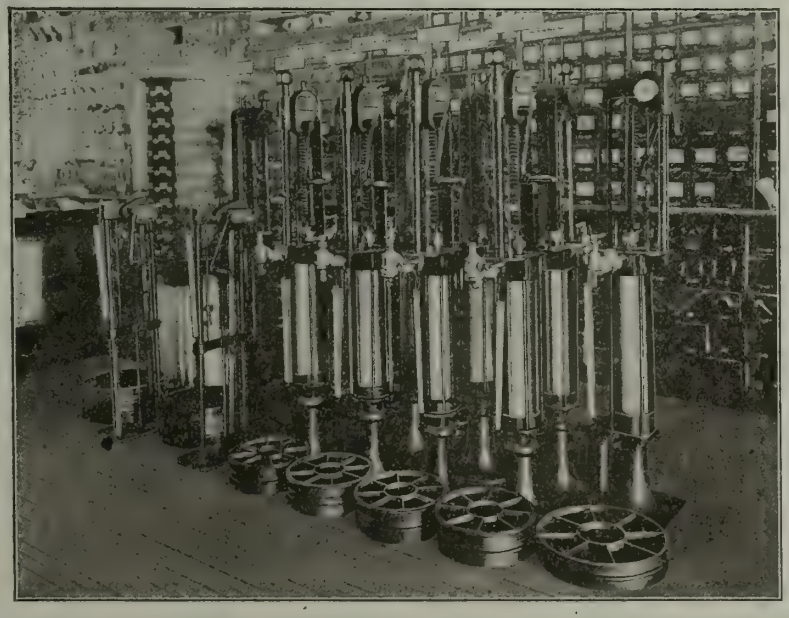
Write for Illustrated Catalogue and Price List.

The Boeckh Bros. Company, Ltd.

HEAD OFFICE — TORONTO

This cut is reproduced from a photograph of a Bowser System installed for Geo. W. Eccleştone, Bracebridge, Ontario.

We will reproduce another installation in the next issue of this magazine.



This system handles

Boiled Linseed
Raw Linseed
Turpentine
Machine
Engine
Castor
Cylinder
Separator
Gas Engine and Fly Oil

No evaporation nor waste.

A Profitable Way to Handle Paint Oils

Do you know that paint oils can be handled without waste? The Bowser System does away with measures and funnels. They measure the oil, count the gallons pumped and show the money charged for it.

They put every cent of paint oil profit in your pocket. They are safe, space saving, clean and profitable. They buy themselves by their saving. Don't spend your money, **invest** it in a Bowser. Ask for catalogue No. 1 N, it's FREE.

S. F. BOWSER & CO., LTD., 66-68 Fraser Ave., TORONTO

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	C 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine single barrels	0 76	0 78
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil, " raw	1 03	1 07
" " boiled	1 06	1 10
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	2 50
" hard rubbing	3 00
Finest elastic gearing	1 50
Elastic Oak	2 00
Furniture, polishing	1 20
Furniture, extra	0 95
" No. 1	0 90
" union	1 35
Light oil finish	2 00
Gold size japan	1 60
Turps brown japan	1 10
No. 1 brown japan	1 35
Baking black japan	0 95
No. 1 black japan	0 75
Benzine black japan	2 50
Crystal Damar	2 25
No. 1 "	1 40
Pure asphaltum	1 50
Oilcloth	0 85
Lightning dryer	2 25
Elastilite varnish	2 25
Granitine floor finish	2 25
Sherwin-Williams' kopal varnish	2 25
Canada Paint Co's sun varnish	2 40
" Kyanize " Interior Finish	1 80
" Flint-Lac," coach	2 50
B.H. Co's " Gold Medal," in cases	3 00
Flattine floor finish	4 25
Elastica exterior finish	8 00
Stovepipe varnish, ½ pints, per gross	1 75
Pure white shellac varnish, in barrels	1 70
Pure orange " " "	1 25
No. 1 orange " " "	

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	6 00	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p c; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb off.
Stove rods, per lb., 5½ to 6c
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
Fire brick, Scotch, per 1,000	25 00 28 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per gro	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 50

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 06

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch per gross	9 00
" " ¾ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 46

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 8-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¾ x 5 per gross	1 15
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

Amatite ROOFING

A Word to the Dealer!

Are you selling the old-fashioned "paint-me-oftenoid" roofing, or are you selling the modern "no-paint" kind called Amatite Roofing? We are spending thousands of dollars every month in advertising to tell the consumers that the day of painted roofings is past and that they can secure at the same price Amatite Roofing *which needs no painting.* ¶ Amatite has a practical, durable mineral surface. Lay it on the roof and it needs no further care. ¶ Every practical user of ready roofings sees the point in a minute. He knows that painting roofs every two or three years is a nuisance and that it costs him money. He knows that he is liable to neglect it, or find when the time comes round that he cannot afford to buy the paint just then, or hasn't the time, and so the roof gets neglected and wears out. ¶ Show him that you have a "no-paint" roofing which costs no more than the old-fashioned kinds and you will get his order. ¶ Amatite is easy to lay, requiring no skilled labor. Nails and cement are supplied free, packed in the centre of the roll. Booklets, samples and other information on request. Address our nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

They Stand The Weather Test!

Ability to withstand wide variations of temperature is a first consideration with the building papers and roofings you handle. In this respect our

"Ready" Roofing and "Black Diamond" Tarred Felt and "Cyclone" and "Joliette" Building Papers

are well worthy of your recommendation, and they are, moreover, profitable lines to handle. They can be laid by any ordinary workman, and never fail to give the fullest satisfaction to your customer. We also make a full line of Wrapping Papers.

Western Agent—F. J. COX, Winnipeg.

Alex. McArthur & Co., Ltd.

82 McGill St., Montreal

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

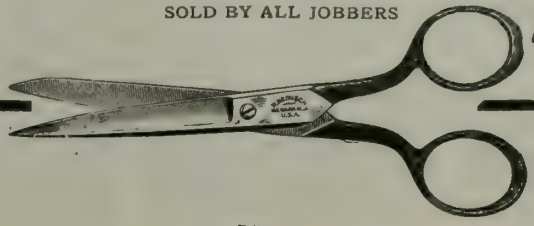
Works, DON SPEEDWAY TORONTO

HEINISCH

The above name on TAILOR SHEARS, TINNER SNIPS, SHEARS OR SCISSORS is your absolute guarantee of the very highest quality obtainable. We have 85 years' experience behind us, and the care taken in the selection of raw materials, together with correct tempering of the blades, have made HEINISCH GOODS the standard for the world. You will gain prestige with every pair of HEINISCH SHEARS you sell.

SOLD BY ALL JOBBERS

R. Heinisch's Sons Co. ***Newark, N.J., U.S.A.***



KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" " wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00: 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25. 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitæ, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1¾—1¼ inch	2 70
2—2½ inch	2 60
2¼—2¾ inch	2 45
3—3½ inch	2 40
3¾—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ¾ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		15 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ¾ and upwards, 9c.; under ¾, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	" 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 50; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 50; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks	"	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Ramsay's Varnishes

One of the greatest lines for profit in the business is the Varnish Line.

Study this line carefully.

You ought to have the profit.

Varnishes in tin provide the best profit, because it is quick and no waste.

The Ramsay lines of Varnishes are leading everywhere, because they have the greatest value for the smallest price. They are favorites. Here is one of them.



Ramsay's Universal Varnish is the big leader to-day. It has been out, tried and proved for years.

It is in general use for Counters, Doors, Carriages, Sleighs, Floors, Desks, Boats, Wainscots, Oil-cloths, Etc.

Have Ramsay's Universal, and you have a Varnish for all. Drop us a card and we will tell you more about it.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

"DOMINION"

"The Crown of Quality"

Polished Canada Plates

All Polished Plates. Nice Bright Finish.
Soft and Tough. Easy to Work.

Insist on getting "DOMINION CROWN"

A. C. LESLIE & CO., LIMITED

MONTREAL

With Stephens' Paint Agency

You get perfect protection in every way. Exclusive sale of our products in your town and territory. Iron bound guarantee of quality and satisfaction for your customers. You get a quicker and more complete service than you could get elsewhere, and enjoy the enormous advantage of an advertising campaign devoted solely to Western Canada.

Write or wire at our expense and we will gladly go into details with you.

G. F. Stephens & Co Limited
Paint & Varnish Makers
Jobbers of Glass Brushes Oils Etc

Winnipeg *Calgary*

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Northern Aluminum Co., Toronto

Auger Bits.
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Ammunition
Dominion Cartridge Co., Montreal
Remington Arms Union Metallic Cartridge Co., New York

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co. Montreal.

Bar Iron
Henry Rogers, Sons & Co., Montreal

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

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Dominion Belting Co., Ltd., Hamilton
J. L. Goodhue & Co., Danville, Que.
Sadler & Howorth, Montreal

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

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Plymouth Cordage Co., N. Plymouth, Mass.

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E. T. Wright & Co., Hamilton

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Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

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The Steel Co. of Canada, Ltd., Hamilton

Bolts---Expansion
Star Expansion Bolt Co. New York

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Booth-Coulter Copper and Brass Co., Toronto
Tallman Brass & Metal Co., Hamilton

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

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Ontario Lantern and Lamp Co., Hamilton, Ont.

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Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
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Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph, O

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans.
American Can Co. Montreal, Que.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

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National Cash Register Co., Toronto

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
B. & S. H. Thompson & Co., Montreal

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chaplets
S. Cheney & Son, Manlius, N.Y.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

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The Western Clock Mfg. Co., La Salle, Ill.

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Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

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Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

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Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
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Dorken Bros. & Co., Montreal.
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Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
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Hunt, Helm Ferris & Co., Harvard, Ill
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Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Dry Batteries
Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto

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Canadian Hart Wheels Limited, Hamilton, Ont.

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The Barton-Netting Co., Ltd., Windsor, Ont
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Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

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National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

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Pink, Thos., & Co., Pembroke. Ont.

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Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

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Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
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Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Thompson, B. & S. H. & Co. Montreal.

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Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

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Tarbox Bros., Toronto

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White Mop Wringer Co., Fultonville, N.Y.

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Canadian Hart Wheels, Hamilton, Ont

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Queen City Oil Co., Toronto

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Bowser, S. F., & Co., Torono.

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Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
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A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
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G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

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Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

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Standard Automatic Mfg. Co., New York

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Greening, B., Wire Co., Hamilton.

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John Lysaght, Ltd., Bristol, Newport and Montreal

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R. McDougall Co., Galt, Ont.

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Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

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Canadian Hart Wheels, Ltd., Hamilton

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Metal Stamping Co., Jackson, Mich.

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Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

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Brantford Roofing Co., Brantford, Ont.
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Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
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Spear & Jackson, Ltd., Sheffield, Eng

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Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
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Sherbrooke Scale Co., Sherbrooke, Que

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Canada Screw Co., Hamilton, On
Steel Products Co. of Canada, Limited, Hamilton

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The Carborundum Co., Niagara Falls, New York

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R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

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Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

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McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

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Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

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Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

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Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal.
The Down Draft Furnace Co. Galt, Ont.
Finlay Bros. & Co., Carleton Place
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

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U.S, Steel Products Co., Montreal

Tapes.
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Spear & Jackson, Ltd., Sheffield Eng

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Luther Grinder Mfg. Co., Milwaukee, Wis

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The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

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Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

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Chas. Parker Co., Meriden, Conn.

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

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J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

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B. Greening Wire Co., Hamilton

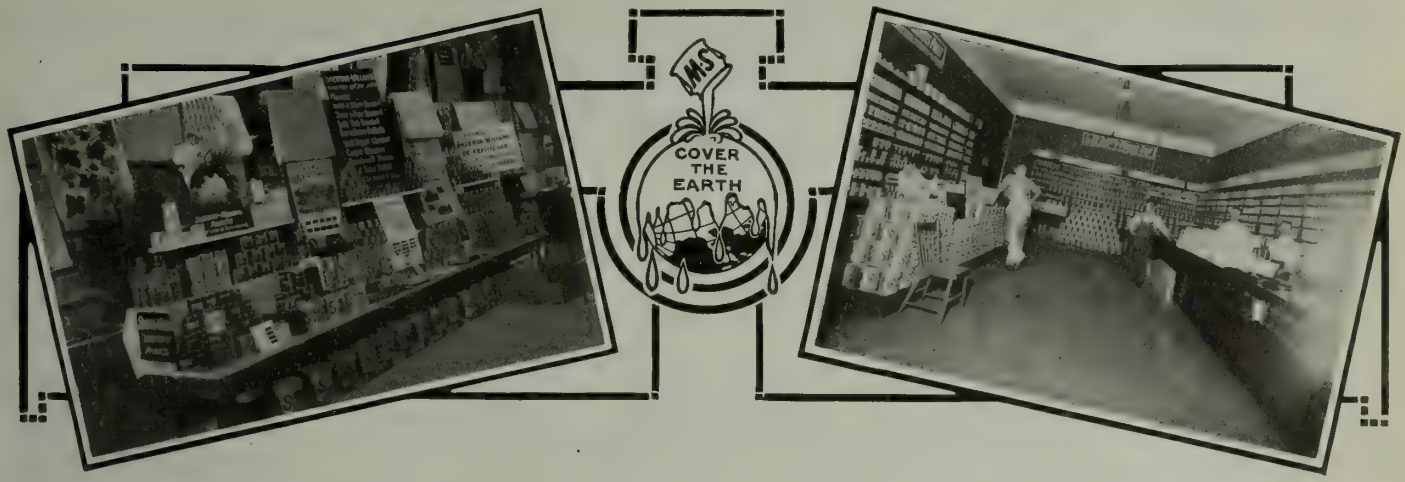
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Ed. Brand, 472 Moss Lane E., Manchester, Eng.

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We consider good store advertising one of the first essentials of successful paint and varnish selling. It's your obligation to your business to see that your customers are favorably impressed.

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The few photos shown herewith represent very fairly the success with which this co-operation has been carried out. They show very clearly what can be accomplished by live S.-W. Agents who make the most of our help and suggestions in handling and displaying their paint and varnish departments.

These stores are all making fine profits from their Sherwin-Williams Agency. You can do the same if you will enlist our co-operation, provided your territory is still available.

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BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TRY A CONDENSED AD.

IN THIS PAPER.

SITUATIONS WANTED

EXPERIENCED hardware clerk (married) desires position, either wholesale or retail; nine years' experience, 4 years in business, good connections, A-1 references. Apply Box 7, Hensall, Ont. (27)

SITUATIONS VACANT

HARDWARE CLERK. Highest wages to man of experience and reliability. T. E. HENDERSHOT, Mount Forest. (28)

WANTED—Hardware clerk, experienced, good stock keeper Give references and state wages. Apply to W. J. HEARD, Fenelon Falls, Ont. (29)

GOOD position for experienced hardwareman who could write advertisements and get up attractive circulars and booklets. State fully experience, age and salary expected. Will keep strictly confidential. Box H, Montreal Que. (tf)

WANTED—Man capable of doing plumbing and tinsmithing. Will pay $25 per week for good capable man. Write, giving full particulars, to H. W. STOREY, Camrose, Alta. (30)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

SHEET METAL PATTERN DRAWING

BY the ordinary method of learning by experience only it takes a tinsmith from 5 to 10 years to learn how to draw patterns for everything in sheet metal work, discover the easiest and quickest ways of doing things and learn how to estimate on work. The lack of this knowledge costs him many hundreds and even thousands of dollars in lost wages or profits. Ask any old tinsmith if this is not so. They did not have your chance of getting a cheap practical course in Pattern Drawing, Construction and Estimating. Our course gives you this knowledge and, studied in connection with your everyday work, it learns you more in six months than the old method would learn you in a lifetime. For the month of July only we offer this complete Course for $10 cash. Send for full particulars. This offer closes Aug. 1st. Address THE SHEET METAL SCHOOL, Box 419, Galt, Ont. (30)

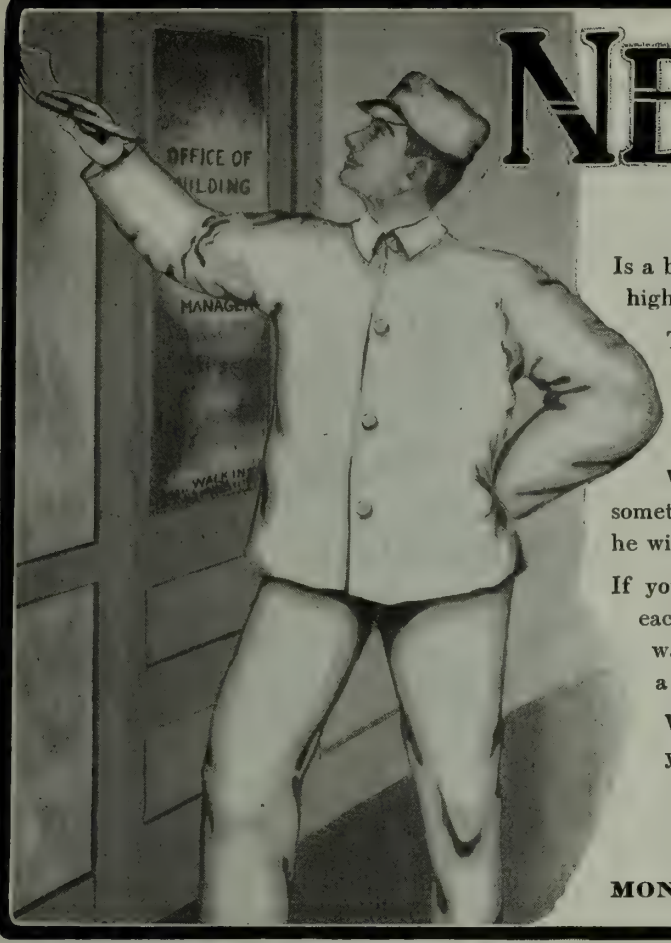
SITUATIONS VACANT

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto (24tf)

HARDWARE SALESMAN

with A1 connection in Great Britain, going there for six months, wishes to handle Canadian Hardware.

Address Commission
c/o HARDWARE & METAL,
(29) Montreal.



NEU-TONE

An Artistic, Flat, Washable, Wall Finish.

Is a bonanza for the paint dealer; it opens an entirely new and highly profitable field for the paint store.

The out-of-date custom of finishing walls with Kalsomine or Wallpaper leaves little chance for profit to the dealer, in addition the non-permanent qualities of these finishes unjustly reflect discredit on the dealer who sells them.

When a man finishes his walls he expects them to last for sometime; naturally at the first appearance of spots or mars he will censure the dealer.

If you carry Neu-tone there will be satisfaction resulting from each sale when your customers see the ease with which their walls can be cleaned with soap and water. It's a big seller, and a sure repeater. The profits are steady.

We have a Neu-tone proposition open for you. Just advise us your name and address — we will tell you the rest.

The Martin-Senour Co., Limited

Pioneers of Pure Paint

MONTREAL **CHICAGO**

Varnishes of Quality

THESE are the kind of varnishes that we make. Varnishes which are made to sell, because they are made to stand the wear and to give the utmost satisfaction.

You cannot afford to sell varnish which is cheaply made; your reputation is worth too much.

DOUGALL VARNISHES will increase this reputation for you. We have a reputation to live up to ourselves and therefore we are particular that no varnish leaves our factory unless it is just as good as it is possible to make it.

Have you a copy of our booklet on Varnishes? We will gladly send you one if you will write for it.

The Dougall Varnish Company, Limited

305 Manufacturers Street **J. S. N. Dougall, Pres.** Montreal, Canada

Associated with Murphy Varnish Co., U.S.A.

The Public Knows

THE public knows what it wants and asks for the merchandise it knows. It knows Pratt & Lambert Varnishes better than any others. It has been made to know, so that P. & L. Dealers might sell more and make more profit.

Are you getting yours?

Be a P. & L. Dealer.
There's money in it.

Benjamin Pratt

PRATT & LAMBERT-Inc.

VARNISH MAKERS 62 YEARS
24 COURTWRIGHT STREET, BRIDGEBURG, CAN.
FACTORIES:
BRIDGEBURG, CANADA
LONDON PARIS HAMBURG NEW YORK BUFFALO CHICAGO

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Special
Prices
on
Application

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England
Or--GEO. H. SAYWELL, SASKATOON



DO YOU BELIEVE IN---

THE "HORSE SHOE" FAIRY TALE?

Miracles do not happen in business, yet—lots of otherwise sensible men believe in Luck.

They will tell you that things happen—that the successful man is the lucky man. But getting down to brass tacks, you know perfectly well that nothing happens.

You know that success is the result of certain causes—

Causes so obvious that believers in the "Horse Shoe" fairy tale pass through life without noting them.

90 per cent. of the successful Hardware Merchants do not believe in luck—

They use "Buying Sense" instead,

And stock the lines which mean profit and reputation for them—**International Varnish Products.**

"ELASTICA" Floor Finish—the one perfect floor finish—the durable, beautiful, waterproof finish that never turns white or cracks.

"LACQUERET"—the Household Beautifier—a prime necessity in every home.

"SATINETTE" White Enamel—the enamel that stays white—made for both interior and exterior work.

FLATTINE FINISH—the finish that produces a full dead or flat appearance **without the labor and expense of rubbing.**

KLEARSTONE Stains (Acid or Oil)—the perfect wood stains.

Every **International product** you sell adds to your reputation and increases your bank balance at the same time.

N.B.—All International Varnish Products are sold in full Imperial Measure cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A22

BERRY BROTHERS' CELEBRATED TRADE MARK

Quality plus Advertising plus You

These are the three biggest factors in the success of Berry Brothers' Varnishes.

They are the three things we center our attention upon above all others.

We believe in the DEALER. We recognize his importance in the success of our business.

And we believe the best support we can give him is to produce good varnish and make it known to the public by big advertising.

That's why you and your trade see the good, familiar Berry Brothers' label standing out prominently in the pages of the leading magazines.

Is that same label prominent on your shelves?

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE LIQUID GRANITE MARK
For finishing floors in the most durable manner possible.

WOOD LUXEBERRY FINISH
For the finest rubbed or polished finish on interior wood-work.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather.

BERRY BROTHERS, Limited
The World's Largest Varnish Makers
Walkerville, Ont.

BRILLIANT DURABLE UNEXCELLED
VARNISHES
WALKERVILLE, ONT.

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

L M & C

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

TRADE MARK KEYSTONE BRAND REGISTERED

BRUSHES

NEW LINES

Very attractive values.
Better finished than ever.

SEE THEM BEFORE YOU BUY.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO



Moore's House Colours

One of the famous MOORE LINE, made in Canada. These colours have for years held their own against a host of rivals because of the purity of their ingredients, and the care and skill used in their manufacture. The retailer gets a first-class paint at a reasonable price, because we don't spend immense sums on magazine advertising. Our policy is to put all the money into the paint and to leave it to advertise itself. If you are not yet handling the MOORE LINE we would like to send you colour card and prices. A trial order will convince the most sceptical. Write to us to-day.

Benjamin Moore & Co., Limited

WEST TORONTO

New York Cleveland Chicago

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6⅞ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This
Trade Mark
Ensures
Genuineness
Originality
Perfection
Satisfaction



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

New Era Paint

IS AN EXCELLENT STOCK PAINT

It stays in condition and when sold gives greater satisfaction than others.

Its surface-covering qualities are above the average and it wears splendidly.

The result is a steady and increasing demand for New Era Paints, which it will pay you to supply.

Standard Paint & Varnish Works Co.

WINDSOR LIMITED ONTARIO

Carbon Black Elastic Paint

A SPECIAL ROOF PAINT
LEAK PROOF AND FIRE RETARDENT

Can be put on Felt, Tar-paper, Gunnysack, Shingles, Metal or any other material.
Will not Crack in Winter or Melt in Summer.
A most popular article that shows good profits to the merchant.
Write and we will send our traveller.
Stocks on hand at Calgary, Saskatoon, Edmonton, Vancouver and Toronto.

The Carbon Oil Works, Ltd.

HEAD OFFICE - WINNIPEG, CANADA
Manufacturers of C.O.W.L. BRAND Paints, Stains, Wax Oils, and Oils-of-Tar, Specialties, etc.
WINNIPEG .:. .:. .:. CANADA

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad" as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

When writing advertisers kindly mention having seen the advertisement in this paper.



Learn wisdom by the follies of others.

Many dealers, dazzled by the prospect of a big first profit, recommend a certain article regardless as to whether or not that article will give a customer the greatest possible satisfaction.

This shortsightedness has proved fatal to many a dealer. Unless a customer is thoroughly satisfied, your chances for his future trade are small; but the greater his satisfaction the surer you are of his steady trade.

It's the cumulative value of a sale that counts—that's why

It pays to sell the FORD

Auger Bit in preference to all others. It gives MAXIMUM satisfaction every time in every way. Your profit may not be quite as large on the first sale—BUT SURE REPEAT SALES will boost the total profit away over and above that obtained by "One-time large profit" sales.

If you, Mr. Dealer, are following on this latter plan in your Auger Bit trade, just try pushing the FORD, and note carefully the result. It will convert the occasional buyer into a steady customer and make every buyer a satisfied customer.

Dealers who have tried this know it to be a fact. Will you be the next?

Write us for catalog and circulars.

Ford Auger Bit Co.
HOLYOKE MASS.

CANADIAN NATIONAL EXHIBITION

August 26th TORONTO Sept. 11, 1911

Greatest exhibits of Manufactures, Machinery, etc., on the continent.

CORONATION YEAR ATTRACTIONS

Festival of Empire, Band of Coldstream Guards.
Coronation Year Fireworks.

FOR INFORMATION WRITE—

GEO. H. GOODERHAM, M.P.P., President
J. O. ORR, Secretary

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information

Don't forget to mention this paper

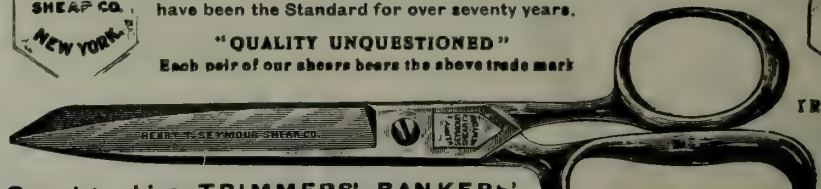
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

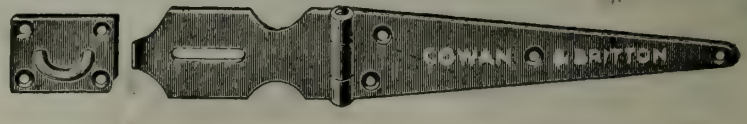
WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

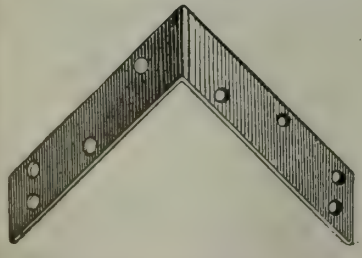
ALL DESCRIPTIONS **BRASS RAILINGS** MADE TO ORDER

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

Coppersmiths and Brass Founders. : : : : : : TORONTO, ONT.

High Grade Hardware





Progressive retailers throughout the country sell our hardware, because it is profitable to handle and is guaranteed by a reliable house with a reputation for making only quality goods.

They cost no more than inferior articles and are more durable and serviceable.

We are the oldest and largest makers of Builders' Hardware in Canada.

Cowan & Britton, :: Gananoque, Ont.

THIS LABEL GUARANTEES GENUINE TINWARE







"ANTI-RUST" and appears on EVERY piece of GENUINE CANADIAN "ANTI-RUST" TINWARE.

Produced at HAMILTON, ONT.

LOOK FOR THE LABEL

E. T. WRIGHT & CO., Hamilton, Canada

(H. G. WRIGHT)

Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man.; Vancouver distributing agents, Macpherson & Teetzel, Vancouver, B.C.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man.; Toronto agent, F. B. Wilson, 33 Maitland St , Toronto, Ont.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

This Combination Makes the Safest Shaving Outfit Obtainable—Boker's "Radium" Finest Concaved Razor With Adjustable Guard



With one of these guards and a Boker Razor you have a shaving outfit that will last a lifetime. Impossible to cut yourself with this guard.



Fits every Boker Razor, made of German Silver Nickel Plated. Neatest and most substantial Razor Guard on the market.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



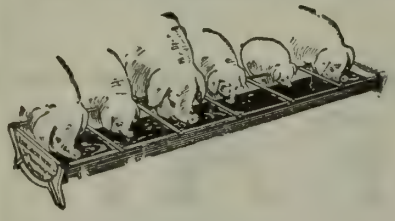
The EUREKA

is the best tool for digging post holes any size. Also for sinking posts heaved by frost. It cuts off roots—lifts out stones, etc.—works in sand, clay, gravel or muck. If your jobber will not supply them, write us.

We also make Wire Stretchers for building Wire Fences, Drive Well Points, Drive Caps, Shoes, Cylinders and Pumps.

Otterville Mfg. Co., Limited
OTTERVILLE, - ONTARIO

Convenient—Profitable



HEAVY STEEL HOG TROUGH

This high-grade galvanized steel trough is made from selected metal, and is absolutely rivetless. It is unexcelled in quality and quick-selling ability by any other trough manufactured.

Write for full details and prices

ERIE IRON WORKS, Ltd., ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Produot, Aocurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

British America Assurance Company
A.D. 1833
FIRE & MARINE
Head Office, Toronto

BOARD OF DIRECTORS

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

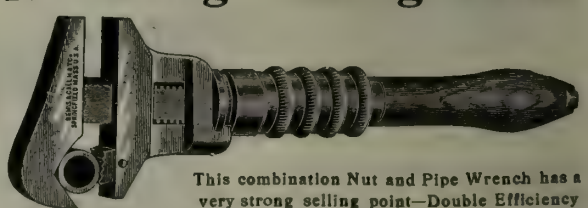
ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

We carry the largest assortment in Canada of

BRASS ROD BRASS TUBING SHEET BRASS

and can make prompt deliveries from stock.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Galvanized Fence Hooks



For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

The Page Wire Fence Co., Limited
WALKERVILLE, ONT.

BRANCHES: Toronto, Cor. King St. W. and Atlantic Ave.; Montreal 505-517 Notre Dame St. West; St. John, N.B., 37 Dock St.

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

WALL PLASTER

THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.
LIMITED
Winnipeg, Manitoba

WESTERN ASSURANCE COMPANY

Incorporated 1851

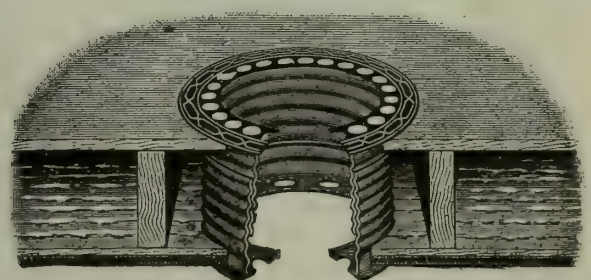
FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C FOSTER, Secretary

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
31 William St., Toronto

BOLTS.

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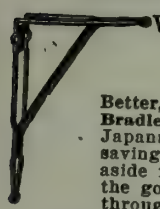
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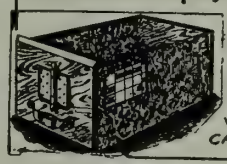
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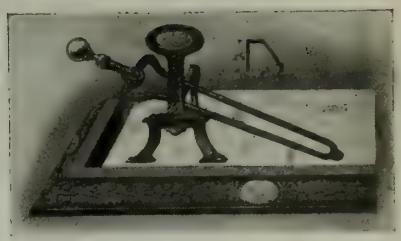
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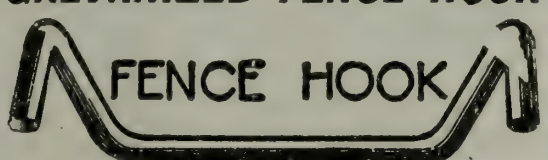
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Maxwell's "Blue Belle" Washer

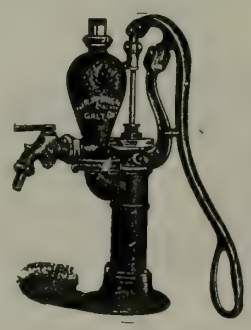
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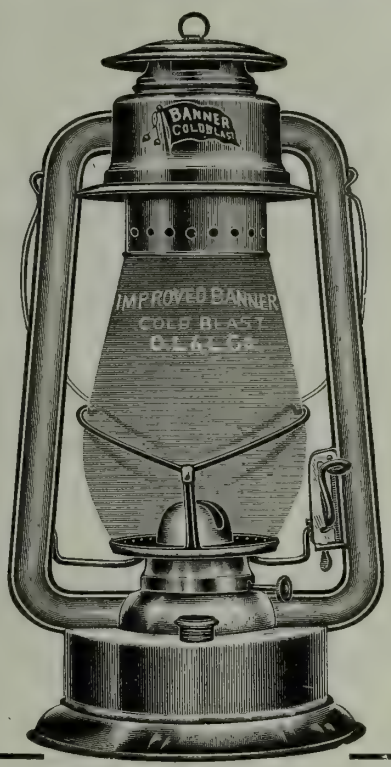
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is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



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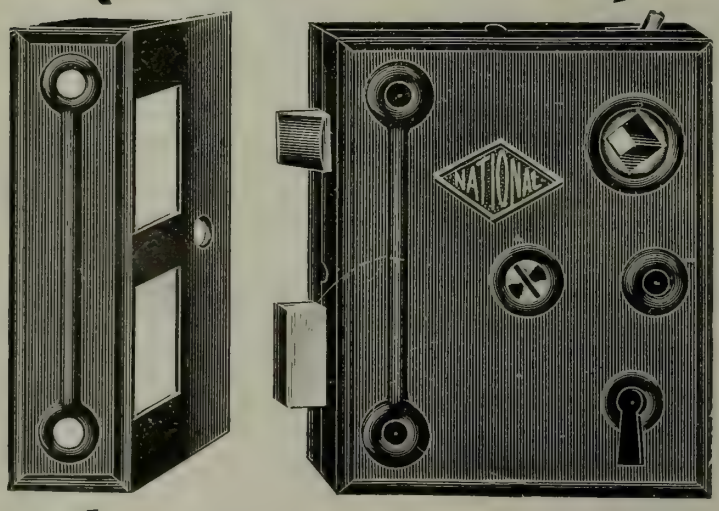
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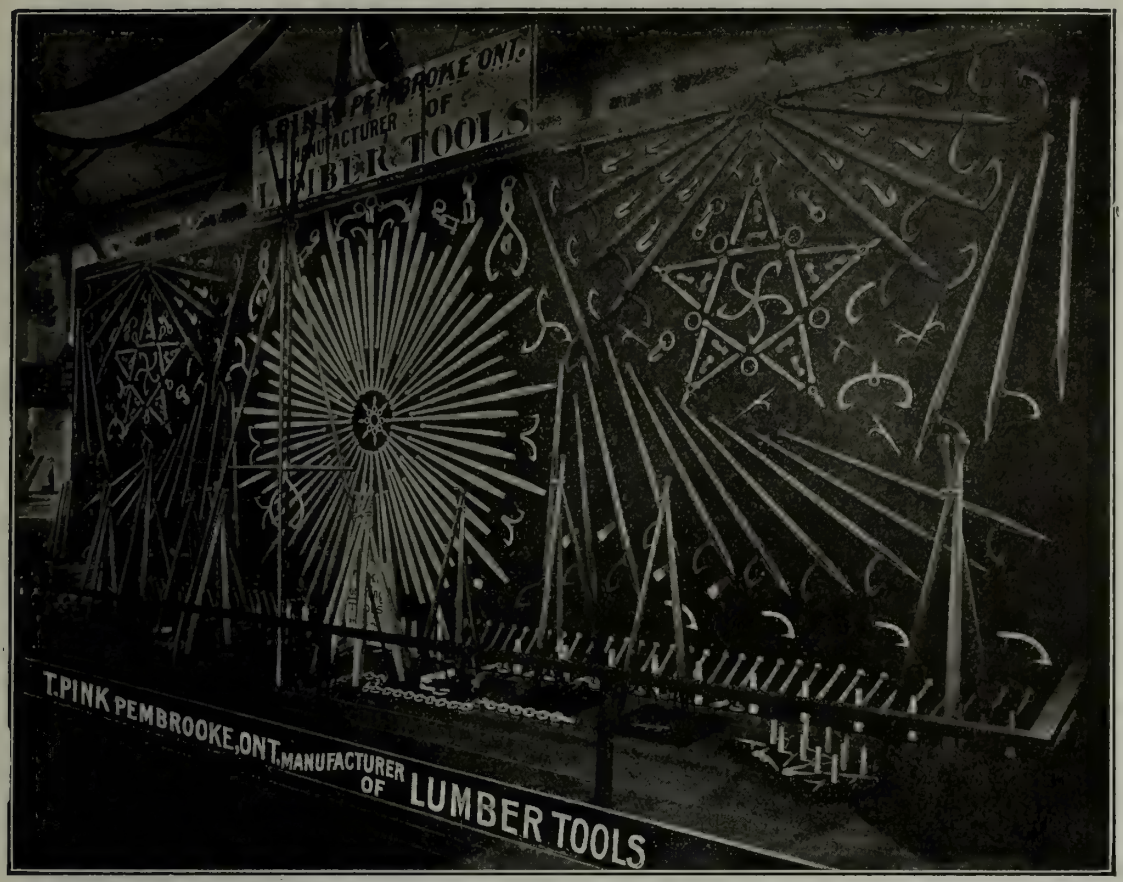
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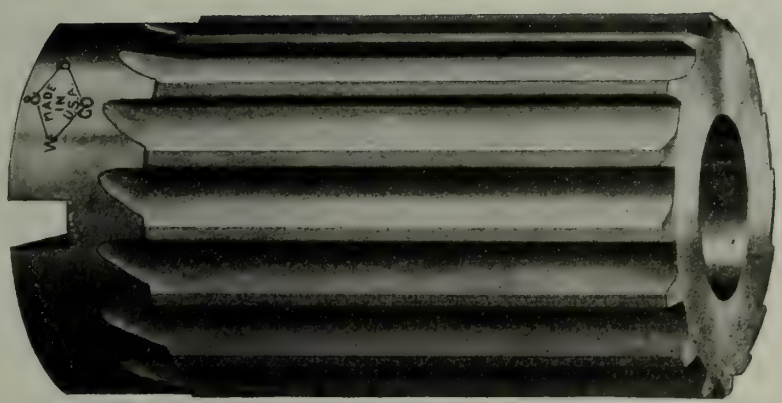
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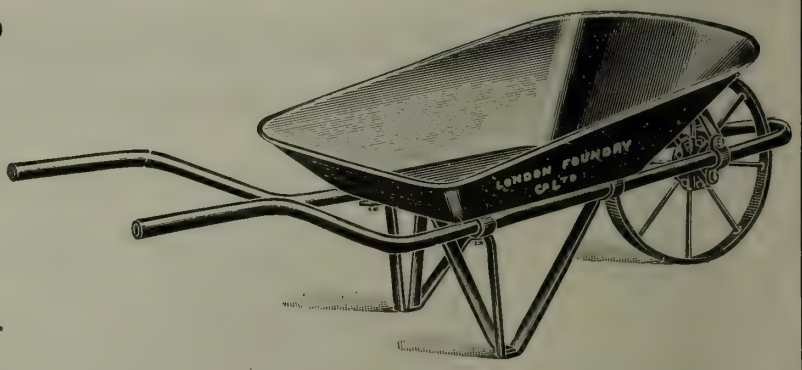
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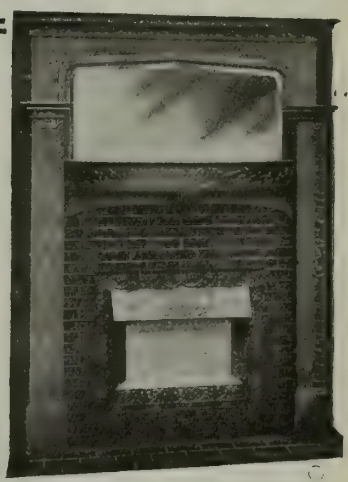
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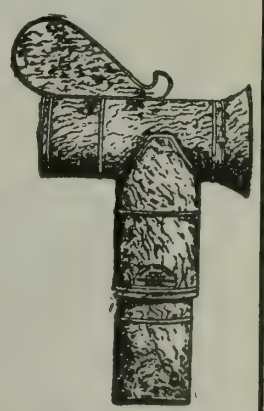
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191 St. Paul St.

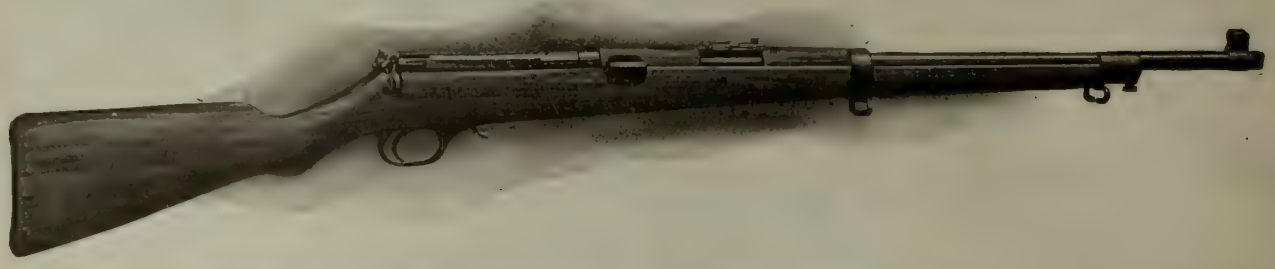
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The Best and Most Complete Line Made

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Each Ratchet is packed in a Cardboard Box.

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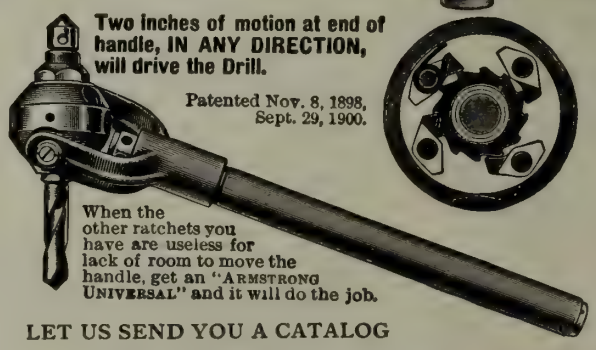
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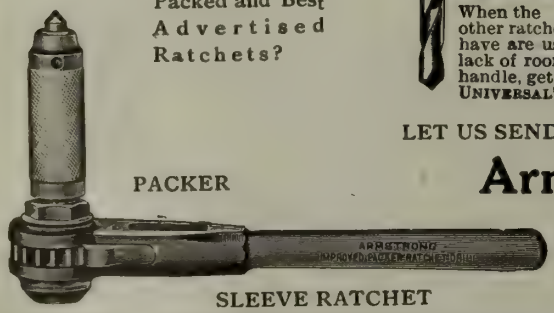


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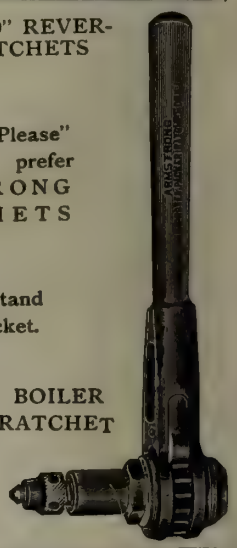
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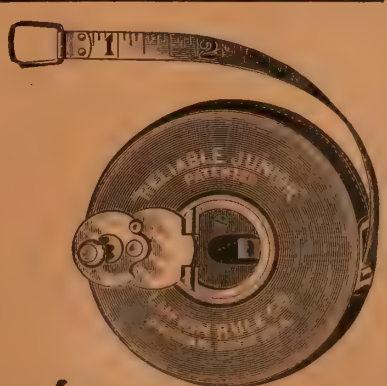

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CANADA

LUFKIN Measuring Tapes

are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.



SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

PIG LEAD

We can quote you the lowest prices on large or small lots.

Send Us Your Enquiries.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the



Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN - CONN. - U.S.A.

A. MACFARLANE, MONTREAL - CANADIAN REPRESENTATIVE

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 34 Royal Bank Bldg
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JULY 15, 1911 NO 28

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

Pliers Vices

For Sale by Leading Wholesale Houses.

Uniform in weight

"FLEUR DE LIS"

Galvanized Iron

FLEUR DE LIS

An Important Point to You and Your Customers

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

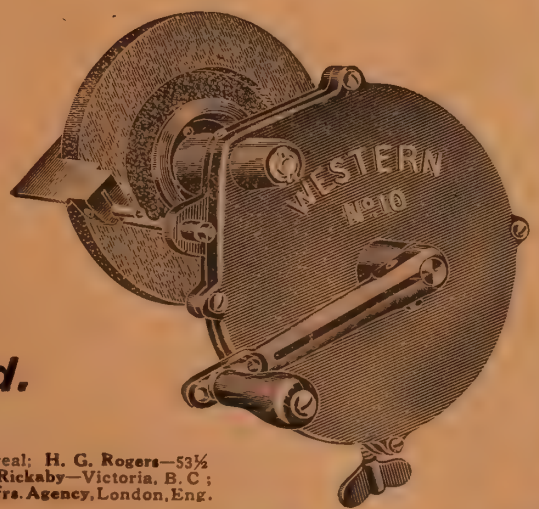
A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

BIG MONEY in Selling The

WESTERN TOOL GRINDER

There is more money in selling it than in selling any other make of grinding machine.

Because it is easy to handle.
Because it is wireless, dirtless, and chainless.
Because it is durable, efficient and economical.
Because it reduces friction to a minimum.
Because it is the lightest running and longest lived machine sold.
Because every part of the machine is made of the finest iron.



Write us to-day for fuller information.

Taylor-Forbes Co., Ltd.

Guelph, - Ontario

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C; Harry F. Moulden—Travellers' Building, Winnipeg. Canadian United Mfrs. Agency, London, Eng.

Big Ben

A Watchlike Sleepmeter



Height 7 inches. Dial 4½ inches.
Rings steadily for 5 minutes, intermittently for 10.

HERE'S Big Ben—he's not quite a year old, but in less than a year, he's proven in the States the biggest clock success that we have ever known.—Today, ten months after his appearance, 12,000 jewelers—60 per cent. of the total United States number—sell him at the rate of 2,000 a day, at the highest figure that's ever been quoted.

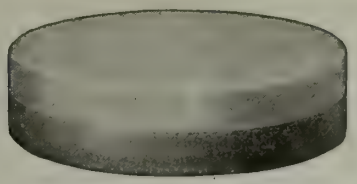
We have now completed steps to introduce Big Ben to the Canadian trade on as extensive a scale as we did in the United States. Beginning with September we will extend our campaign to all the leading Canadian publications and in order to enable Canadian dealers to get the maximum benefit from our advertising, we are packing Big Ben specially for Canadian trade, 6 in a carton with a full set of Store Selling Helps (2 posters, 2 show cards, 2 metal signs).

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more we print your name on dials, give you the posters, display stand and a beautiful metal sign lithographed in five colors.

The retail Canadian price has been fixed at $3.00. You can sell him for more if you want but you may not sell him for less.—Big Ben is already carried in stock by 34 Canadian wholesalers. We shall be glad to let you have their names upon request.

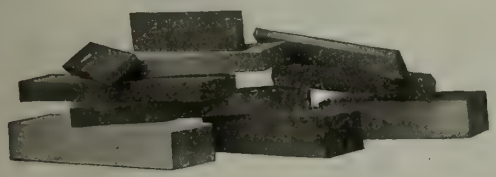
In broken and dozen lots, $2.20 less 5%. In case lots of 24, $2.10 less 5 %.

The Western Clock Mfg. Co.
La Salle, Illinois

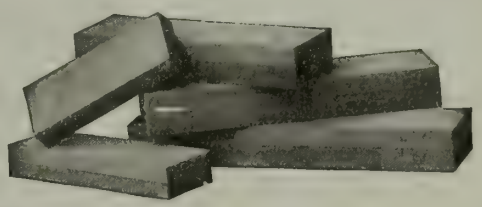


Carborundum Sharpening Stones

Never stay long on the shelves—they sell too fast—the demand is too great. Every dealer wants a stock that keeps moving. Carborundum Sharpening Stones are made to meet every sharpening need from the kitchen to the work bench - from the factory to the farm —they all give a tool a better edge in less time, last longer and do not glaze over. Made from Carborundum—and there isn't anything that is so hard, so sharpening or fast cutting.



The complete Carborundum line, including stones, hones, strops, scythe stones, knife sharpeners and Carborundum paper and cloth, etc., is described in the special catalog. Ask about our free display case offer, discounts, window displays and other trade helps.



THE CARBORUNDUM COMPANY

NIAGARA FALLS, N.Y., U.S.A.

Cable Address: Carborundum. Lieber's Code Preferred.

Have You Seen These

New "Yankee" Tools?

No. 1530 Hand Drill for holes up to 3-16 in.

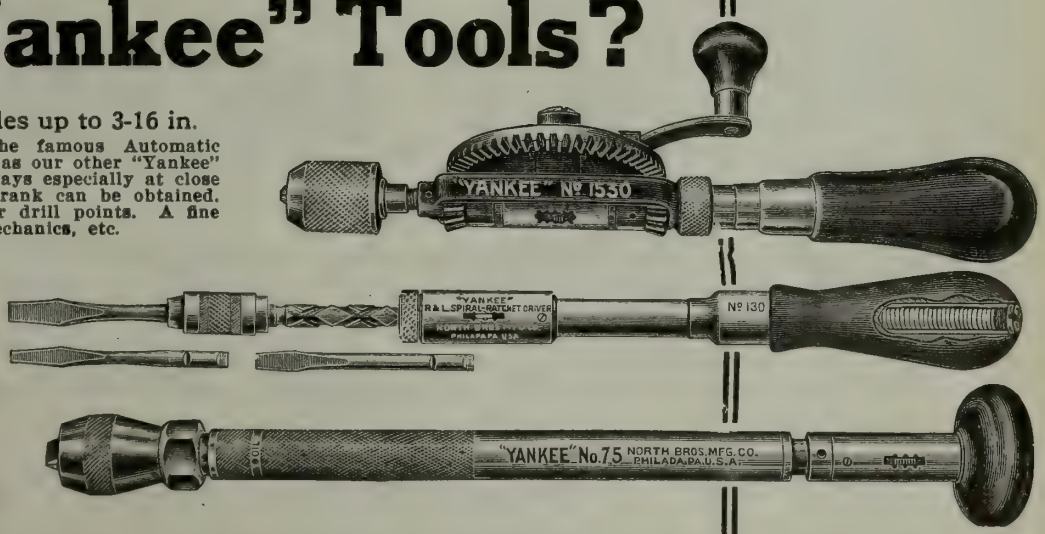
Takes round shank drills. Has the famous Automatic Double Ratchet movement the same as our other "Yankee" geared Drills, so helpful in many ways especially at close quarters where only part turn of crank can be obtained. The wood Handle has magazine for drill points. A fine tool for metal workers, amateur mechanics, etc.

No. 130 Quick Return

Same tool as the No. 30 but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

No. 75 Push Brace

Bores holes up to ⅝ inches in hard woods and ⅝ inches in white pine, quicker and easier than a Bit Brace. Drives and draws screws—takes all the small tools and works in close quarters where a Bit Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver.



They are catching the Mechanics.
Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

SIGNS OF QUALITY

ON GOOD

Washers, Wringers and Churns

ARROW BRAND

YOU'LL SEE THEM AT THE BUSY STORES

They're Trade Winners. No other line begins to equal them for Quality, Distinctiveness, Finish or Salability.

THEY MEAN PROFIT TO DEALER AND SATISFACTION TO USER

Eastern Agents, W. L. Haldimand & Son, Montreal, Que.

Western Agents, H. F. Moulden & Son, Winnipeg, Man.

CUMMER - DOWSWELL, Limited

HAMILTON, - ONTARIO

THE

S.M.P. OILERS

will soon be in demand

How is your stock?



Steel Oilers

COPPERPLATED

No. 875

Inches, 3 x 3¾

Prices on Application



Seamless Litho Oilers

Special Design, Assorted Colors; Bent or Straight Spouts, Stencilled specially.

No. 675

Inches, 3 x 3½

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

A Cold Wave Coming



This Red Hot Weather has got to go

Not long now before the evenings will be chilly and later, shivery days will come with increasing frequency. It's then we want a heater to take the chill off the air and make the house comfortable.

MILLER OIL HEATERS

Smokeless and Odorless

Are just the thing needed to keep the house comfortable on cool days and nights; to warm up the bath room and make the plunge a pleasure.

No other like them to take the chill out of the air

A Heating Wonder



No. 460

Absolutely Safe and Reliable

Suitable for—

Bed Room, Bath Room, Sitting Room, Camp or Cottage.

Unsurpassed for Summer Hotels

AUTOMATIC EXTINGUISHER
REMOVABLE BRASS FOUNT

Produces Intense Heat without Smoke or Smell.

Double Lock Seamed Sheet Steel Body, Perforated Top, Aluminum Window Frames and Name Plate, Mica Glass.



No 451—**Japan Trim**; Holds 4 Quarts; Has No. 3 Circular Wick; 24½ inches High; Burns 10 Hours
No. 452—**Nickel Trim**; " 4 " " No, 3 " " 24½ " " " "
No. 460—Small Size; Nickel Trim; Holds 4½ pints; 19 inches High; Burns about 5 Hours.

THERE IS A GOOD BUSINESS AND A NICE PROFIT IN THIS LINE.

Write Us at Once for Particulars

LEWIS BROS., LIMITED, MONTREAL

Agents for Dominion of Canada

OTTAWA TORONTO VANCOUVER

Mistakes Are Easily Made

Especially in the Sporting Goods Line.

You Can Avoid These Mistakes

By Using

OUR LATEST AND MOST UP-TO-DATE

Sporting Goods Catalogue

—"Merchants"—"Buyers"—

This Catalogue will interest you and save your firm money.

All goods illustrated have been chosen for their Selling Qualities and are correctly described.

We would appreciate your request if you will write for this Catalogue To-day.

FROTHINGHAM & WORKMAN,

WHOLESALE HARDWARE and IRON MERCHANTS Limited

Montreal, - - - - - Canada

WINCHESTER



MODEL 1910

.351 calibre self-loading, 20 in. round, blued finish, nickel steel barrel, sporting front and rear sights; magazine holds 5 cartridges, and by placing one in the chamber before inserting the magazine, gives 6 at the disposal of the user; the recoil from the exploded cartridge ejects the empty shell, cocks the hammer, and throws a fresh cartridge into the chamber; plain walnut stock and fore-end, full pistol grip, rubber butt plate, takes down at frame into two parts by removal of a screw, weight, each about 7¾ lbs. ....Each

$ 28.00

MODEL 1907

.401 calibre self-loading, 20 in. round, blued, nickel steel barrel, sporting front and rear sights, Detachable magazine, holds 5 cartridges and by placing one in the chamber before inserting the magazine, gives 6 at the disposal of the user, the recoil from the exploded cartridge ejects the empty shell, cocks the hammer, and inserts a fresh cartridge into the chamber, a safety trigger lock shows a red band as warning when the lock is off. Blued receiver and guard made from nickel steel as well as all working parts, plain walnut stock and fore-end, full pistol grip, rubber butt plate, takes down at frame into two parts by removal of a screw, weight, each 8¼ lb. .... List, Each

$ 30.00

RIFLES

FOR ACCURACY AND QUALITY

The New Self-loading Models excel all others for large game.



They are always ready for instant use, for six shots or less. They are wonderfully simple in construction.

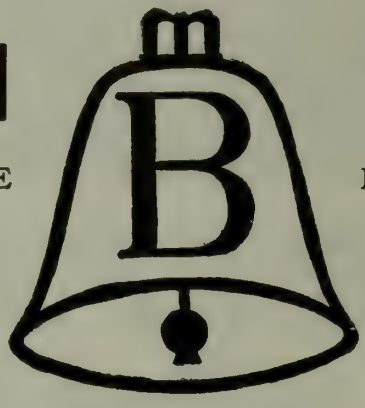
Caverhill Learmont & Co

MONTREAL AND WINNIPEG

The

Steel Company of Canada

Limited

Bell Brand TRADE  MARK **Horseshoes**

REGISTERED

Accurate Crease, Exact Punching, Correct and Uniform Shape.

Horse Nails **Wire Nails**

Bar Iron **Bar Steel**

Bolts and Nuts, Screws, Tacks, Bright Wire Goods, Wrought Pipe, Iron and Steel Wire, Field Fencing.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

Send Along Your Letter Orders



If you feel you would like to do more business in harvest tools it will pay to investigate The Samson line.

We have developed a remarkable trade by giving unusual quality and value, and standing back of the goods with a positive guarantee.

Order by mail and see how quickly we get goods to you.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUTTS AND HINGES

CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Davidson's Family Flour Cans



Fig 405

Round---with overlapping Covers. Can be supplied Plain White, Japanned, or in Assorted Colors.

Three Sizes, 25, 50 and 100 lbs.

The "Empire" Flour Can

TAKES UP LITTLE SPACE
MADE TO HANG ON WALL OR DOOR

Half Round Front, Flat Back, with hinge Cover
White Japanned finish and lettered in gold

Capacity..... 50 pounds
Dimensions ..... 18 in. high, 15 in. wide

WRITE FOR PRICES

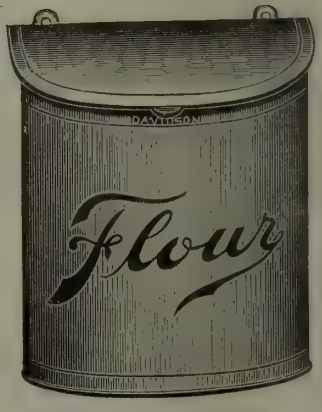
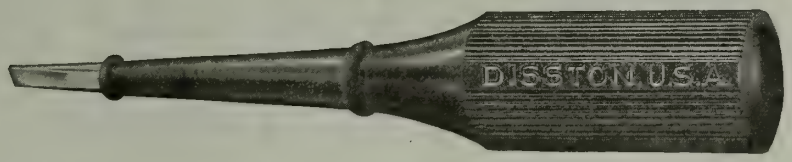


Fig 405 A

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

DISSTON



INSULATE SCREW DRIVER

This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

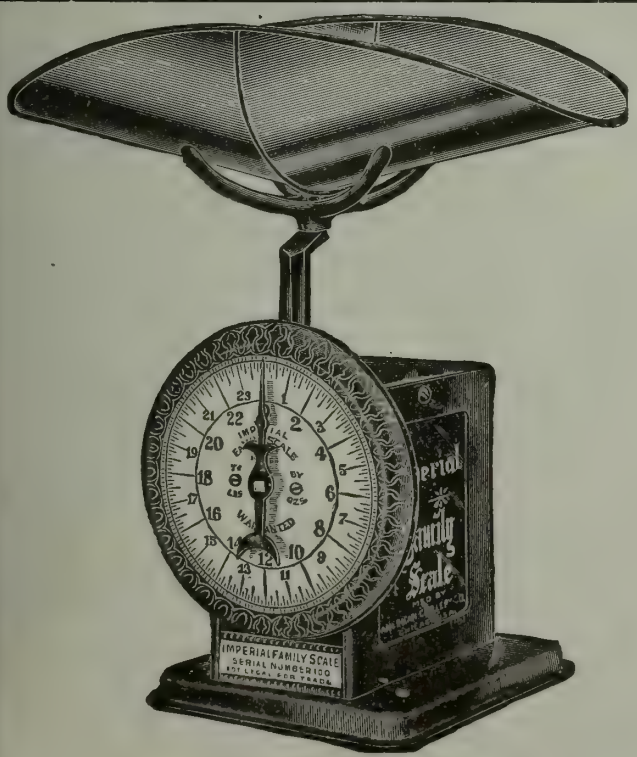
The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, P.A.

Canadian Works—Fraser Avenue, Toronto, Ont.



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

KITCHEN SET.

Shows value three times its cost.

AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865

Implement Works

For Sale By Tender

Tenders will be received by the undersigned at their offices, **33 Scott Street, Toronto,** up to twelve o'clock noon of **Wednesday, July 19th, 1911,** for the purchase as a going concern, of the Assets of

The Wilkinson Plough Co.

IMPLEMENT MANUFACTURERS **Limited**

West Toronto - Ontario, Canada

CONSISTING OF

LOT NO. 1.—REAL ESTATE, being 8⅝ acres, more or less, on Brandon and Campbell Streets, West Toronto (Further particulars may be obtained at the offices of the undersigned). Valued at.....		$ 83,500.00
Eleven buildings and erections thereon, including wood-working factory; shipping room; storage and office building; blacksmith, machine and grinding shops; erecting shop; moulding shop; scraper factory. All valued at		$ 69,350.00
		$152,850.00
Subject to Mortgage thereon, with Interest computed to June 1st, 1911..		$ 52,167.00
Equity.....		$100,683.00
LOT NO. 2.—PLANT		
Machinery as per Inventory	$48,286.19	
Shafting & Hangers; Pulleys; Belting; Tools; Scales; Dies, Etc., amounting to.....	22,206.57	
Patterns	7,613.45	
Patents	6,337.13	
Horses, Wagons, Etc.	1,458.95	
Office Furniture, Etc.	987.36	$ 86,889.65
LOT NO. 3.—Toledo Steam Hammer Press and Equipment, Valued at		13,000.00
Forward.....		$200,572.65

Forward.....		$200,572.65
LOT NO. 4.—MERCHANDISE, AS UNDER:—		
Walking Ploughs and parts	$24,658.67	
Snow Ploughs	525.76	
Disc Ploughs	5,038.54	
Gangs	1,547.21	
Sulkies	1,105.53	
Sleighs	6,558.37	
Spreaders	4,893.91	
Wheel Scrapers	5,368.46	
Drag Scrapers	4,289.27	
Wheel Barrows	2,778.57	
Drag Harrows	1,568.81	
Disc Harrows	292.31	
Ensilage & Straw Cutters..	8,661.16	
Dump Wagons	2,168.30	
Dump Carts	244.81	
Rollers	2,517.91	
Furnaces	621.36	
Stable Fittings	189.79	
Bolts, Screw, etc.	3,578.86	
Rivets	179.89	
Iron & Steel Bars	6,345.74	
Sundries	4,905.84	
Coke, Sand, Etc.	370.24	
Paints, Oils, Etc.	969.03	
Pig & Scrap Iron	2,953.50	
Lumber	8,291.56	
		$100,623.30
LOT NO. 5.—Wagons and Parts, as per List		7,191.00
Total.....		$308,386.95

Tenders will be received for the five lots together, in which event Tenderers must state the amounts tendered for each lot separately. Tenders will also be received for each lot separately.

The highest or any tender not necessarily accepted.

Lot No. 1 is offered subject to conditions of sale which may be inspected at the offices of the undersigned.

The Purchaser of Lot No. 1 must assume the mortgage and interest thereon. The Purchaser of the five lots will be given the benefit of all sales and manufacturing since April 22nd, 1911, and must pay all outlays for labor, expenses, and for supplies and materials purchased since such date.

TERMS OF SALE.—One quarter cash (10 per cent at time of sale) balance in 3, 6 and 9 months with interest at 7 per cent. per annum, secured to the satisfaction of the Assignee.

A certified cheque for 10 per cent. of the amount of tender must accompany each tender, which cheque will be returned if tender is not accepted.

Other conditions of sale may be seen upon application to the undersigned.

E. R. C. CLARKSON & SONS

Assignees

33 Scott Street, TORONTO

XCELLS NINE LIVES

XCELL, REGULAR—Gray Carton—for TELEPHONE and all other kind of OPEN CIRCUIT SERVICE.

XCELL, IGNITORS—Red Cartons—for SEVEREST IGNITION WORK—especially constructed for this service.

LOOK at the SPRING CONNECTORS, SOLDERED to the Carbon and Zinc Electrodes, MAKING LOOSE CONNECTIONS IMPOSSIBLE.

EXCLUSIVELY adopted by the BELL TELEPHONE CO., four hundred other Telephone Companies, the LEADING Electrical houses, the LARGEST Automobile and Motor-boat Supply Firms, the BEST Engine Builders and Dealers and the BIGGEST Hardware Firms.

OUR GOODS ARE SOLD ON THEIR MERITS.

Every Cell we Sell is Guaranteed.

MONEY BACK IF NOT SATISFIED.



Patent Applied for.
Registered.

Electric FLASHLIGHTS and NOVELTIES





Made by us of HIGHEST QUALITY.
Write for Prices and Catalogue.



MINIATURE LAMPS FOR FLASHLIGHT.

All Styles. All Voltages.



Carbon—Tungsten—Osram Lamps. NO TRUST.

Our DRY CELLS give a Spark as Hot as the Fire of Vesuvius.

Our FLASHLIGHT BATTERIES ARE GUARANTEED on the Shelf and in Service.

Our MINIATURE TUNGSTEN LAMPS give a Light as Bright as the Sun.

CANADIAN CARBON CO., Limited

FACTORIES { TORONTO: 12-14-16 Shuter St.
WINNIPEG: Irish and Bury Ave.

Order from your jobber. If not obtainable write nearest factory.

TRANSPAROL

Transparol is the finish that makes every surface a mirror, and is the leading finish for railroad cars, automobiles, and all other vehicles, also for leather.

Transparol is a particularly choice finish, and one that is positively indifferent to all effects of

Atmosphere
Acids
Oils
Gasoline
Salt Water, etc.

Transparol is the best preservative of wood known, and is equally as good a preventative of rust and corrosion of metals.

The gloss finish given a surface by an application of Transparol is so great that Transparol is the wonder of the paint and varnish experts.

Transparol comprises the following universal qualities:—

Flexibility
Elasticity and
Durability

History records that in Egypt they had a fluid which resisted the atmosphere for ages, and which modern civilization up to date has never been able to produce. THE OLD EGYPTIAN PRESERVATIVE HAS BEEN RE-DISCOVERED.

Transparol stands alone among the multitude of paints, varnishes and shellac products like the pyramid amidst the ruins of Old Egypt.

Transparol is indestructible; and when all other products have worn away, Transparol will still be there.

Transparol is sold on a guarantee to be satisfactory.

For Exterior and Interior Use

AMERICAN TRANSPAROL CO.

50 Church Street, New York

LIVE AGENTS WRITE FOR TERRITORY

Economy, Cleanliness and Safety

are the Three Essential Features of our

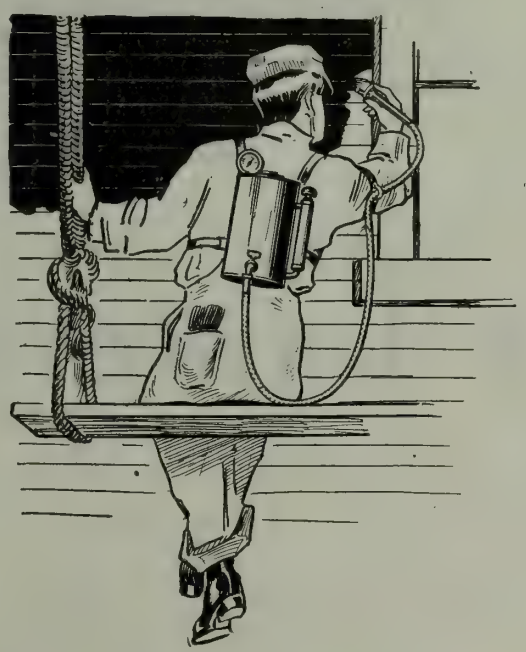
Automatic Paint Brush

40 per cent. LABOR SAVED
20 per cent. PAINT SAVED

It is adapted for use with all PAINTS and VARNISHES.

It can be operated by gravity or AIR PRESSURE.

It assures an equal flow at all TIMES.



It absolutely eliminates dipping and dripping and thus makes for CLEANLINESS.

It does away with the paint can and its resultant dangers.

Bristles are set in metal. Remember the name—

"METALSET"

For further particulars and descriptive pamphlet, address

Standard Automatic Manufacturing Co.

50 CHURCH STREET NEW YORK CITY

Rayo LANTERNS



There is a **Safe Profit** in handling

Rayo Lanterns



Rayo No. 92.
Tin finish, brass burner and cone, selected Rayo globe; wick inserted, ready to light.

There are **Good Reasons** why they command such a ready sale.

1.—**Most Light** for the oil consumed.
2.—**Stay lit** in any wind or rain.
3.—**Strong and durable**—made to last.

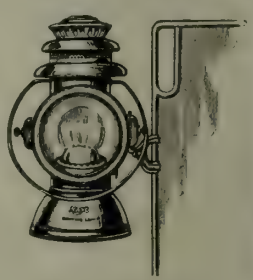
Rayo lanterns are known everywhere as standards of quality and usefulness. If customers cannot get them in your store, they will go elsewhere.

Rayo lanterns are distinctively American goods. There is a Rayo lantern for every requirement; all styles, sizes and finishes. Equipped with selected Rayo globes, clear red or green, as desired. Wicks inserted in burners ready for lighting.

Are you getting your share of Rayo lantern business?

Ask to-day for illustrated catalogue and price list at the nearest agency of





Rayo Driving Lamp:
With dash clamp, or rigid bracket; will not blow or jar out. 4-inch magnifying lens in front; 3-inch ruby lens in rear door.

The Imperial Oil Co., Limited - The Queen City Oil Co., Limited

Montreal, Quebec, St. John, Toronto Ottawa
Halifax, Winnipeg, Vancouver.

Estd 1809 EVERED & Co LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire Mattresses.

Brass and Copper and Brass Cased Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN AGENT:

Geo. H. Saywell - Saskatoon

Cables and Telegrams: Rosswell, Saskatoon. Telephone, 4317 Saskatoon.

STOCK ROOMS AT:

Windsor Hotel, Ottawa, July 17th.

Queen's Hotel, Toronto, July 21st.



The Buyer for the Home

She believes in the merchant who does business on the Quality basis—in goods whose trade mark is backed and pushed by energetic advertising.

The "Wear Ever" trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

You should have "Wear Ever" advertising—magazine and dealer aid—working for **You.**

Write

The Northern Aluminum Co., Ltd.

Toronto, Ontario

Dept. H

SPOONS FORKS AND OTHER PIECES STAMPED

1847 ROGERS BROS.

MERIDEN B^T COMPANY

X S TRIPLE

ARE THE ORIGINAL AND GENUINE "ROGERS" GOODS



"AMERICAN BEAUTY ROSE"

A pattern that possesses the charm and dainty beauty of the flower whose name it bears, together with the excellence of quality in all Knives, Forks and Spoons bearing the trade mark.

1847 ROGERS BROS. X S TRIPLE

The design and decorative treatment of the "American Beauty Rose" pattern has been executed with masterly skill and perfection. The floral decoration is finished in soft French Grey. This in combination with the brilliant burnished surface lends to the pattern an attractiveness which will be enhanced by time and use.

MERIDEN BRITANNIA CO., HAMILTON, CANADA

SPOONS FORKS AND OTHER PIECES STAMPED

1847 ROGERS BROS. X S TRIPLE

ARE THE ORIGINAL AND GENUINE "ROGERS" GOODS



"AMERICAN BEAUTY ROSE"

A pattern that possesses the charm and dainty beauty of the flower whose name it bears, together with the excellence of quality in all Knives, Forks and Spoons bearing the trade mark.

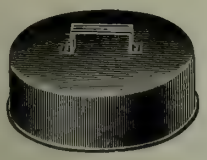
1847 ROGERS BROS. X S TRIPLE

The design and decorative treatment of the "American Beauty Rose" pattern has been executed with masterly skill and perfection. The floral decoration is finished in soft French Grey. This in combination with the brilliant burnished surface lends to the pattern an attractiveness which will be enhanced by time and use.

MERIDEN BRITANNIA CO., HAMILTON, CANADA

SUMMER SPECIALTIES

Asbestos-Lined Covers for Mrs. Potts' Irons



This cover is made from two separate steel covers with heavy asbestos between: made to cover a set of three irons. It is used on Gas, Gasolene, Oil or Wood Stoves or Ranges, and will save the price of itself in fuel in a very short time.

Measuring Cups

Marked for Measuring One-quarter and One-third Cups.



Strainer Funnels

(Strainer and Funnel Combined)



GREATLY FACILITATE THE WORK IN THE KITCHEN

A QUICK FIRE AND A GOOD OVEN



Style 9C

That is what The "LeRoy" means

And that's what campers and summer cottagers require. The "LeRoy" is just the range for the summer season. It has a good oven, therefore campers need not do without any of the pastry delicacies of home. It fires up quickly, and cools equally fast when the fire is quenched. Can be supplied with legs.

SUGGEST THIS RANGE TO YOUR CUSTOMERS

McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
ST. JOHN

HAMILTON
CALGARY
SASKATOON

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

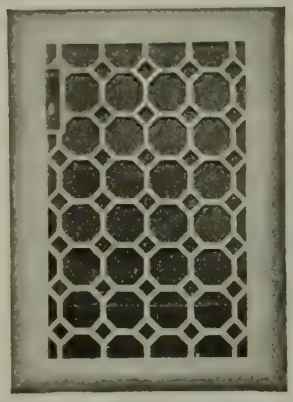
Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

Cor. Manitoba and Sixth Avenue

P.O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348



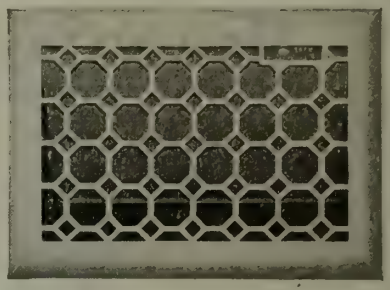
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

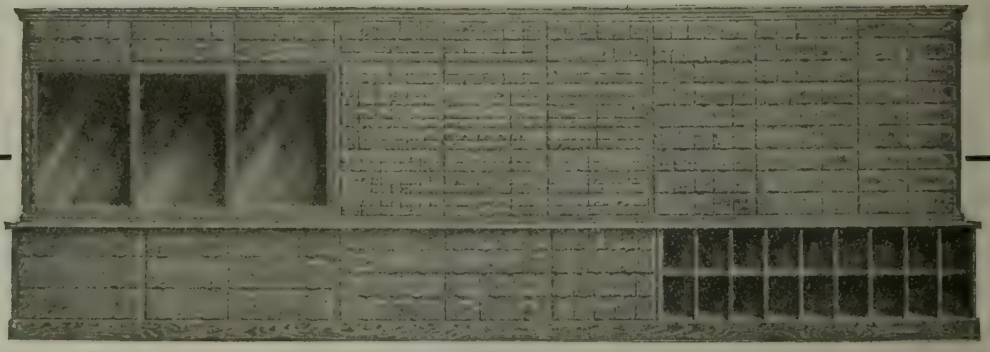
The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana
Food Chopper

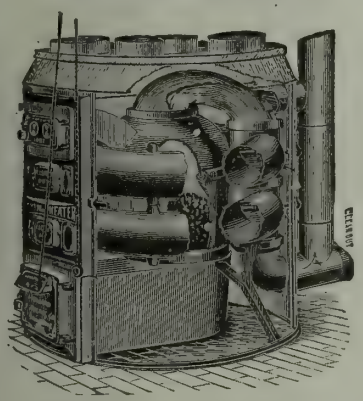


Dana Mop Wringer
takes a woman
off her knees

THE DANA MFG. CO., CINCINNATI, O.

THE "CANADIAN HOWARD"
Double Radiator Furnace

is absolutely reliable because only the best workmanship and the best materials have been used in its manufacture. It is so constructed that the heat first passes through the dome, into and around the upper radiator and thence into and around the lower radiator before reaching the smoke exit, thereby making a long and uninterrupted circuit and so affording an enormous radiating surface.



If you are interested, write us for full particulars.

The C. Norsworthy Co., Limited,
ST. THOMAS, - ONTARIO.



Copp's Stoves and Ranges
SILVER QUEEN

Our new medium priced up-to-date Range.

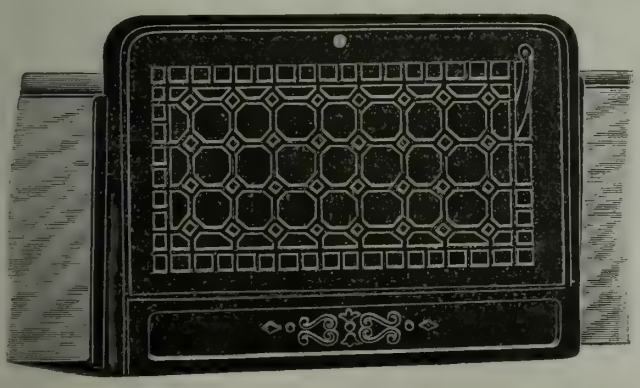
It will pay you to investigate its merits.

"The Western Stove Makers"
W. J. COPP SON & CO
FORT WILLIAM, WINNIPEG. VANCOUVER.

Canadian Heating & Ventilating Co.
Limited

Headquarters for

Side Wall and Floor Registers and Faces



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15



EMPIRE SPECIAL
New design, made in 8 x 10 and 9 x 12 sizes

Our "EMPIRE SPECIAL"

is an especially neat and attractive new design, and meets the demand for a register with a larger opening. Is a sure winner, and sells at a moderate price. Ask us for particulars. Manufactured by us at

Owen Sound - Ontario

CHRISTIE BROS. CO.
Cor. Park and Henry Sts., Winnipeg

Western Agents:

M. C. DREW & SON
Vancouver, B.C.

Hamilton Jewel Gas Ranges

for MANUFACTURED or NATURAL GAS are made in over 125 VARIETIES and Every Requirement can be Supplied.



Single Oven

No.	Size of Oven	Size of Top
15	17x12x12 in.	22x19 in.
20	17x12x12 in.	32x19 in.
30	16x16x11¾ in.	35½x22¼ in.
40	15½x16½x11 in.	35½x22¼ in.
50	16½x16½x11 in.	36¾x22¼ in.
60	18x16½x11 in.	38½x22¼ in.
65	19x18½x12 in.	39x24¼ in.

Double Oven

No.	Size of Oven	Size of Top
70	15½x16½x11	15¼x16x8½
80	16½x16½x11	16½x16x8½
90	18x16½x11	18x16x8½
95	19x18½x12	19x18½x8



The Ovens have Spring Balanced Drop Doors. The Valves, Airmixers and other trimmings are all nickel plated. Galvanized Dust Tray under Top Burners. The body of Range is Asbestos Lined. All these Ranges are equipped with **Grave's Patent Safety Lighters** —see cut above. This lighter is far superior to the old style Pilot Light. It is **absolutely safe** because the oven door **must be opened** before the Oven Burners **can** be lighted, and thus all possibility of explosion through accidental accumulation of gas in the oven is avoided.

A **Thermometer** for registering the heat of Oven can be attached to the Oven door of any Hamilton Jewel Gas Range.

These Ranges can be fitted with **Hot Water Heating** attachments, or with Reservoirs or Side Broilers, and Top can be extended if desired.

Large Hotel Ranges

are supplied in every style.



Elevated Oven

Ranges are made in many different styles which are fully described in our **Catalogue No. 69.**

We also make various styles of

Side Oven

Ranges, which we have not room to illustrate here.

If you have not got our catalogue, write us for one.

All Ranges are thoroughly tested before leaving factory.

Each Range is fitted with

Jewel Adjustable Needle Valve

which gives perfect control of gas supply. For accurate mechanical construction and satisfactory working, no other valve equals it.

Get our Catalogue No. 69

MANUFACTURED BY

The Burrow, Stewart & Milne Co., Limited

Head Office and Factory at HAMILTON **Winnipeg Branch, 130 James Ave.**

Agencies at Toronto, Montreal, Vancouver.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales gent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

Mention this paper when writing Advertisers.

Three In One

We have just issued under one cover new booklet containing

First
illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials
and
Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day

PEASE FOUNDRY COMPANY
LIMITED
Toronto, :: Canada

PEASE-WALDON COMPANY
LIMITED
Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

ONLY THE BEST

is good enough when it comes to Axe Handles---that is, if you want to sell them. The best means

STILL'S AXE HANDLES

which are well shaped, well balanced and uniformly finished. All our timber is carefully selected, and we can therefore guarantee every handle we sell.

Write us for prices

J. H. Still Mfg. Co., Ltd.
ST. THOMAS ONTARIO

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

GREENING'S COW TIES



MADE IN SIX DIFFERENT STYLES, VIZ:

Open Ring, Closed Ring, Small Closed Ring, Three Chain, Four Chain, Greening's Special

These are standard goods made of Greening's Steel Chain, without a weak spot, and all fittings of proportionate strength. They are incomparable in lightness, strength and appearance.

WRITE US FOR TRADE PRICES

The B. Greening Wire Co., Ltd.
HAMILTON :: MONTREAL

Get the Local agency for "Safelock" Wire Fence



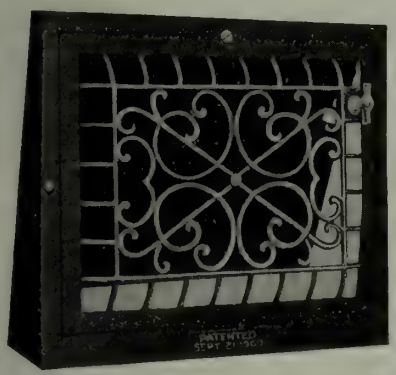
You will find "Safelock" the best selling line of fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked, at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents : The Brandon Safelock Fence Co., Brandon, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

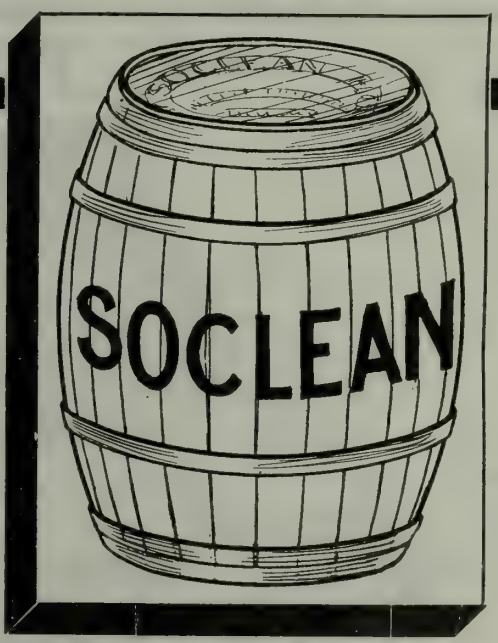
SOCLEAN

THE PEERLESS SWEEPING COMPOUND

Since its introduction into clubs, banks, schools, hospitals, and many other public places where cleanliness is required, its use has been constant and steadily on the increase.

SOCLEAN is so prepared as to make it non-combustible. Its moisture and disinfectant properties are held till the last ounce. It can safely be used on the finest rugs and carpets—contains no grease.

If you have not stocked SOCLEAN—send us your order at once. We furnish attractive window and counter advertising.

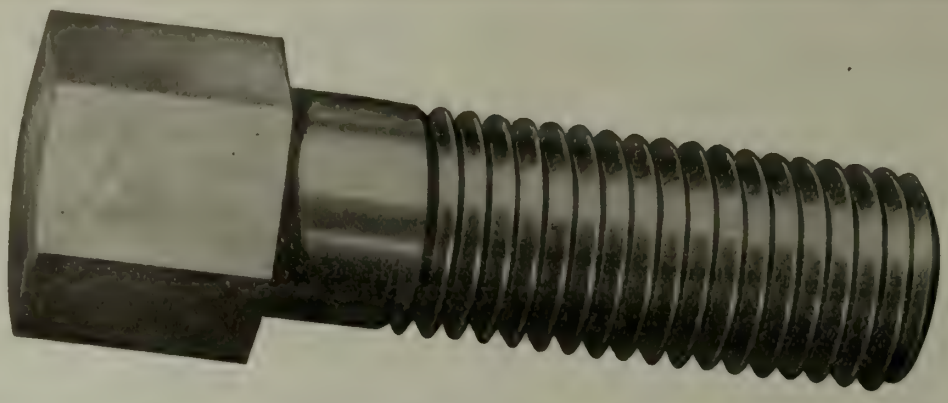


You cannot buy any other sweeping compound "just as good" as SOCLEAN. It is fully protected by patents all over Canada.
Start a cleaning campaign in your district by pushing SOCLEAN, the profit will repay your efforts.

ADDRESS DEPT. "H."

SOCLEAN LIMITED

444 King St. West — TORONTO — Phone Adelaide 1584



THERE'S a smoothness of corners and minute excellence of the threads which bring orders "just like the last" and add new boosters for the Acme products every day.

We carry all kinds of Cap and Set Screws at factories and warehouses; also A.L.A.M. Plain and Castellated Nuts. Prices are right and deliveries immediate.

Especial facilities for work in Brass, Steel and Iron to samples or drawings.

ASK FOR "MILLED PRODUCTS."

NAMCO

The National-Acme Manufacturing Company

MONTREAL, St. Elizabeth St. and G.T,R. NEW YORK, 77 White Street. BOSTON, 141 Milk Street. CHICAGO, 549 Washington Blvd. DETROIT, 1222 Majestic Bldg. ATLANTA, Candler Bldg.

WAREHOUSES—New York, 77 White St.; Chicago, 549 Washington Blvd.
PLANTS—Cleveland, Ohio Montreal, Canada.

THE YANKEE

(Made in England)

A **$5.00** Safety Razor that you can Sell Profitably at **$2.50**



$18.00 Per Dozen Delivered.

It's the most compact pocket edition of a case that you ever laid eyes on.

The entire effect and intrinsic value easily proves a Superior $5.00 standard.

INTERNATIONAL DISTRIBUTING COMPANY, Montreal, Canada

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-made Files. These are the favorite made-in-Canada Nicholson Brands:—



"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McLellan"
Kearney & Foot
"J. B. Smith"



Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them

NICHOLSON FILE CO.

(Dominion Works)

PORT HOPE, - - ONT.

SELL wall paper because it will bring more business and more profit.

Sell STAUNTON wall paper, because it brings the utmost business and profit possible.

STAUNTON WALL PAPER

is looked upon as the leading wall paper of the country by the most experienced merchants. Every year shows a big increase in the demand. Thus far this season our sales are very much ahead of last, and last year was the best up to that time.

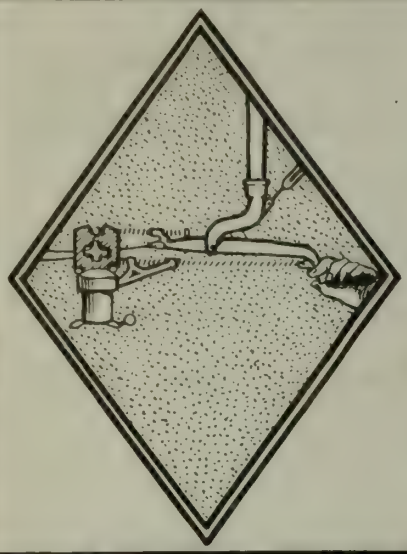
If you will take the opportunity which we will gladly give and examine the 1912 STAUNTON wall papers, you will quickly see why it is "the best selling line in the country."

Write us to arrange for you to see them. Write to-day. Wall paper is a logical hardware line. Why sell all manner of supplies for the house and let your customers pay their wall paper money to the man across the street?

STAUNTONS Limited

WALL PAPER
Manufacturers

943 YONGE ST. TORONTO



Our "BARR" Cash Carriers Lead

They lead in construction. They are simply and strongly made, and in case of disarrangement can be easily put right without the help of a mechanic.

They lead in convenience. For the rapidity and ease in which they can be handled, they stand without a rival.

They lead in popularity. Their excellent quality and service have found first place for them in many of the leading stores throughout the Dominion.

Send for catalogue and prices

The Hamilton Brass Mfg. Company, Ltd.

Hamilton, Ontario, and Montreal, P.Q.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

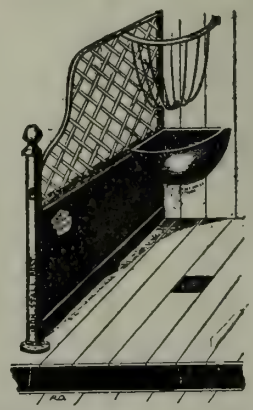
Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information

Don't forget to mention this paper

When writing advertisers kindly mention having seen the advertisement in this paper.

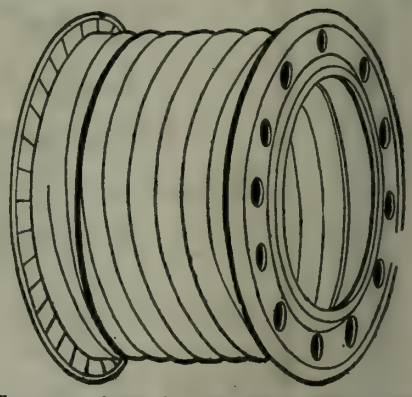
IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES

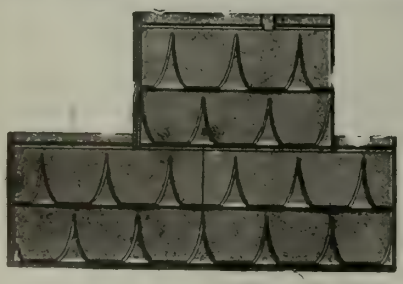


Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers



GROW, DEALERS! SPREAD OUT!

Put yourself in a position to take any kind of a roofing contract. With

"CROWN" PATENT STEEL SHINGLES

you have a better proposition than the slater can possibly offer. Get some (or all) of that business you've had to lose to him for so long. Get started to-day—right now, by writing for our catalogue and price lists. At the same time we'll send you our samples, charges prepaid. Write at once to

McFARLANE & DOUGLAS, Limited, ***250-260 Slater Street,*** ***Ottawa, Ont.***



METALLIC CEILINGS

"Boost Them, Mr. Hardware Man, Boost Them."

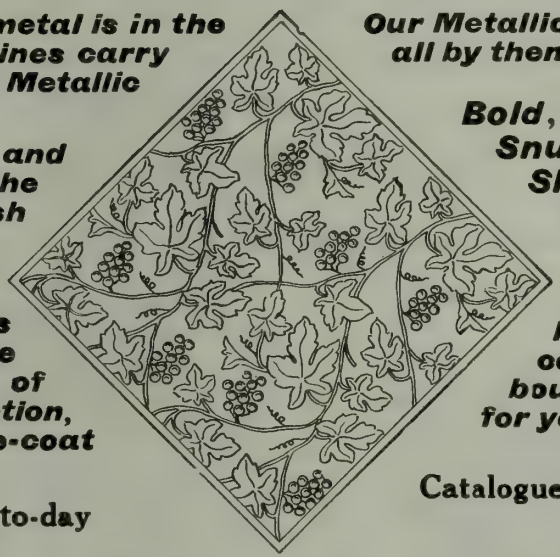
Anything in metal is in the Hardware line. Few lines carry as good a profit as our Metallic Ceilings.

. Don't let Plasterers and Paperhangers get all the profitable interior finish business---

Boost "Metallic."

Metallic Ceilings carry three separate profits---on the sale of the goods, on the erection, and on the paint to re-coat them.

Get in touch with us to-day



Our Metallic Ceilings are in a class all by themselves.

Bold, Clear Embossing.
Snug, Tight Joints.
Sheets Dead Square.
Good Heavy Stock.

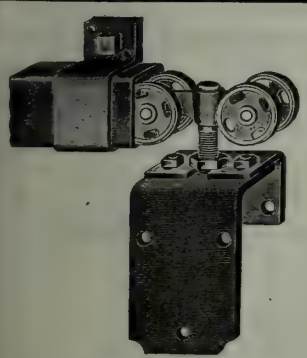
Get OUR Samples in your window and our Printed Matter on your counter. They are bound to pull enquiries for you.

Catalogue and Samples on Request.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(19)



In this Age of Competition

the dealers find it necessary to keep posted, to handle standard products which have merit---the result of experience.

¶ Such are **RICHARDS-WILCOX** products in door hangers, mounted grindstones and hardware specialties.

¶ Remember, we have a hanger for any door that slides and a hundred real live specialties your trade wants. Are you interested?

Ask us to show you better hanger and grindstone profits.

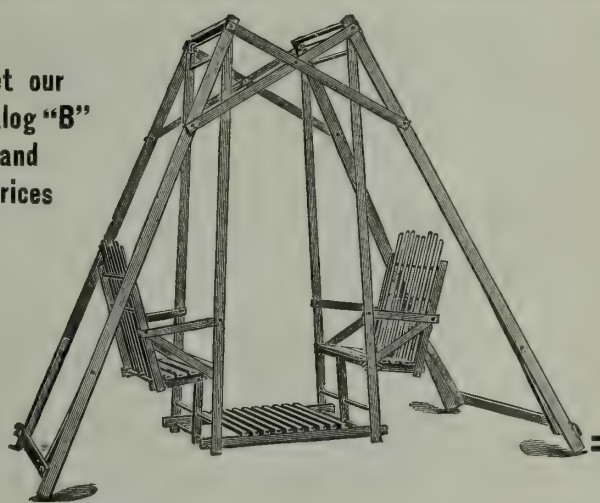
CATALOGS

RICHARDS-WILCOX MFG. CO.

AURORA, ILLINOIS
U.S.A.



Get our Catalog "B" and Prices



RIGHT IN THE HARDWARE LINE!

A splendid-selling line for Spring and Summer, which every family will buy on sight is the

STRATFORD SWING

It is made of thoroughly-seasoned wood, and is perfectly safe because it is so well designed, well made and sufficiently bolted.

Seats are adjustable, and foot rest can be placed on level with seats, forming a couch. Can be brought down to a convenient height for children.

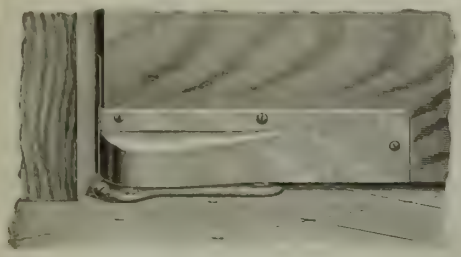
Shipped either knocked down or set up and folded.

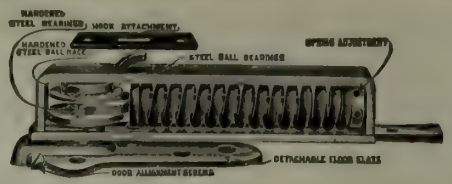
We also make "Boyers" Famous Gliding Settee, and all kinds of ladders, garden and park seats.

THE STRATFORD MFG. CO., Limited
STRATFORD, ONTARIO

ASK US WHY

If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.





THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

We have recently added to the many Scrapers that we manufacture TWO NEW DESIGNS

No. 81—For Fine Cabinet Work. This tool is nickel-plated, adjustable, and has a detachable rosewood face. Blade is 2½ inches in width. This is a splendid tool for very fine work. List price, **$1.50** each.

No. 82—Specially designed for scraping hardwood floors. It is adjustable and the blade can be tilted to practically any angle for working in corners and inaccessible places. Width of blade, three inches. List price . . . . . **$1.05** each.

Look for the name STANLEY on every tool. It is a guarantee of the highest class of workmanship and material.

Send for Catalogue

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

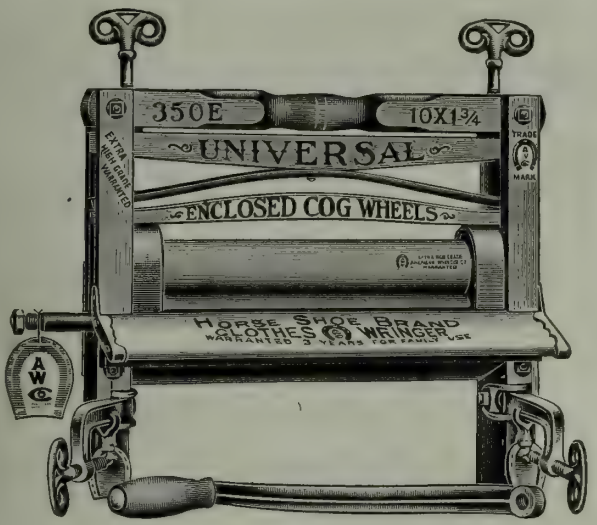
Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

The American Wringer Co., New York

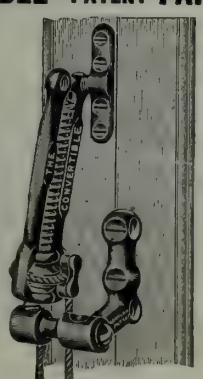
JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER



Simple

Effective

Compact

1796 IRON

⅜ screw 4/-
½ " 6/6

1795 BRASS

⅜ screw 5/6
½ " 8/6

1797 GUN METAL

⅜ screw 6/6
½ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.



The Corbin Pin Tumbler Cylinder

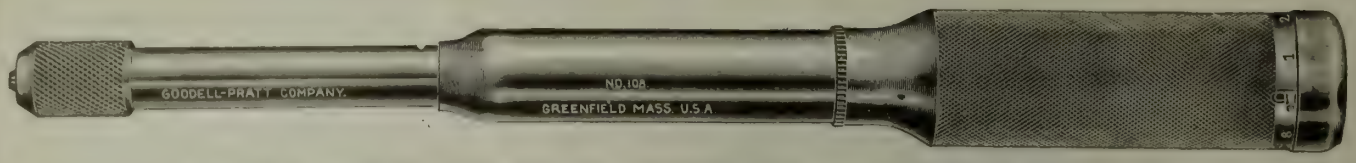
gives practically an unlimited number of changes of key. The key-way will not admit pickling tools. The ball bearings so nearly eliminate wear and friction that a million insertions of the key do not affect the working of the lock. The master ring gives two independent locks in a single cylinder, using the same key-way.

Send for publications JK16, JK17, JK33, JK53 and JK80, describing Corbin products.

P. & F. Corbin, New Britain, Conn. P. & F. Corbin, New York. P. & F. Corbin, Chicago. P. & F. Corbin, Philadelphia

NUMBER

108



AUTOMATIC DRILL

Every dealer who takes pride in the quality of the goods which he offers should have this fine drill in stock.

Its design and construction are the results of more than 20 years devoted to the manufacture and sale of such goods.

We KNOW it is RIGHT and YOUR customers will appreciate it.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

CERTAINTY IS WHAT A MAN SEEKS IN EVERYTHING

The man who buys a

Model 10 Visible Remington Typewriter



buys absolute certainty; a certainty of satisfaction guaranteed by the greatest typewriter makers in the world

Remington Typewriter Company, Limited

18 Victoria Square Montreal, Can.



Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

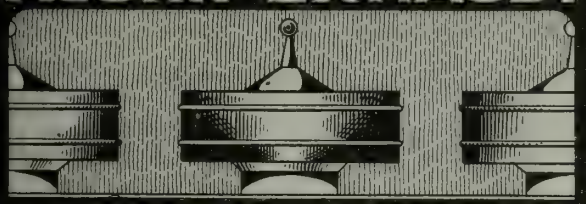
When once used these will be always used. For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

ACORN EXHAUST VENTILATORS



Mr. Dealer—Get Out After The Ventilator Trade!

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh, pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial, and if you decide to do so, just write us, and we will furnish you with full details.

THE METAL SHINGLE & SIDING Co. LTD. PRESTON ONT.

FACTORY ALSO AT MONTREAL, QUE.

GARDEN FENCING



C. H. Johnson & Sons, Limited

WIRE WORKS

Dagenais St., St Henry, Montreal

Cordage Quality

LION



TRADE MARK

BRAND

When you place an order with the Consumers Cordage Company you may rest assured that you will get your money's worth.

Lion Brand stands for rope that will last; rope that will do all that is expected of it and more; rope that will give such satisfaction that you will sell more of it than any other kind.

We do not make cheap rope. Our prices are low, but the quality of our cordage is high. It pays us to do business this way, as we want your repeat orders.

If you have ever handled Consumers cordage you know that it consists of the best possible materials; but if not, please specify Consumers' make when ordering, that you may give your customer the best that the market can furnish.

Consumers Cordage Co., LIMITED

Established 1825

Manufacturers of Manila, Sisal, Italian, Russian, Jute, Cordage in any form.

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

F. H. Andrews & Son, Quebec, Que.

Consumers Cordage Co., Limited, 22 Church St., Toronto, Ont. and St. John, N.B.

Tees & Persse, Limited, Winnipeg, Regina, Calgary, Edmonton

MacGowan & Co., Vanocuver, B.C.

TORONTO Gendron CANADA

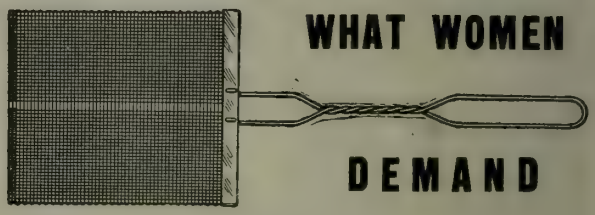
INVALID CHAIR



The divided leg-rest chair shown in the cut has wheels and metal work of steel and malleable iron, has a frame of best hardwood, while seat, back and front, are of cane webbing. The comfort and ease that it brings to the invalid and the splendid wear, resulting from the use of sturdy materials, make it a readily sold chair.

The Gendron Mfg. Co., Limited

DUCHESS STREET, - TORONTO, ONT.



WHAT WOMEN DEMAND

How about your kitchen-ware department? We have a line that will prove to be the most popular and most profitable for you to handle. Hardwaremen who handle them testify this to be a fact.

Our Guarantee protects you in every respect. Do not hesitate---write at once.



Andrews Wire Works of Canada, Ltd.

Watford, Ont. Rockford, Ill.

Important Announcement by the ONEIDA COMMUNITY

See following Pages

COMMUNITY SILVER
RELIANCE PLATE



IT HAS ALWAYS BEEN the special ambition of the Oneida Community to make the very best in any line of manufacture they were engaged in. That was the basic idea of Community Silver ten years ago; that is the real secret of its present success.

But, just as the modern battleship is constantly improving its armor plate, no matter how perfect it may have seemed, Community Silver—the most modern plated ware—is constantly seeking to better the armoring of its own silver plate. The latest wear-resisting improvement in

COMMUNITY SILVER

is so striking that it can be easily detected by any Dealer. It consists of a circular disc of pure silver *overlaid* at the wearing points of every Community Silver spoon. This special wearing-point protection is an addition to Community Silver's superbly heavy general plate, and makes Community Silver practically wear impregnable.

COMMUNITY SILVER
RELIANCE PLATE

The same quality improvement has also been applied to Reliance Plate, so that this now has practically as great wearing value as any other line of Plated Ware in the market, except Community Silver. We have given it the the same heavy wearing-point overlay as Community Silver, and have also thickened the general plate over the entire spoon. In this way we have greatly increased the wearing quality of *Reliance Plate.*

It is one thing to make changes necessary to perfect one's goods, but it is quite another to make these changes in such a way as to give no inconvenience to the trade. To make the transition easy we have been manufacturing our Silverware in this improved way since the first of the year, so that most of the stock now on your shelves is of this new quality.

Now as to prices: It has always been the policy of the Oneida Community, regardless of trade traditions, to sell its Silverware at just as low prices as was consistent with quality. Ten years ago we brought out Community Silver in a plate heavier than triple at the same price at which single plate was being sold by the leading manufacturers. In making the present change we have con-

COMMUNITY SILVER
RELIANCE PLATE



tinued the same policy of giving great value to the trade. We are now offering Community Silver to the trade in a plate so de luxe as to rival for practical service Sterling silver itself, at a very slight advance over former prices.

This small advance on both Community Silver and Reliance Plate is no disadvantage to their dealer, since his percentage of *profit remains the same* as before. By carrying Community Silver and Reliance Plate he now has a complete line of Silver Plated Ware incomparably better than anything on the market. Moreover, we are now preparing to bring these facts home to every user of Silverware in the country.

In August begins a Community Silver advertising campaign in the magazines of the country *unparalleled* in the history of the Silverware industry. In this advertising campaign we will not only use a tremendous amount of space, but will present such strong arguments in such an effective way as to convince every Silverware user that Community Silver, if not actually the equal for practical service of Sterling silver, is at least incomparably better than any other plated ware in the market.

ONEIDA COMMUNITY, Ltd.
ONEIDA, N. Y.

COMMUNITY SILVER
RELIANCE PLATE



Small Costs—Big Results

THE COST of a Want Ad. in Hardware and Metal is estimated in CENTS.

THE RESULTS are figured in DOLLARS.

PARKHILL, ONT.,
JAN 31st, 1910

HARDWARE AND METAL,
TORONTO, ONT.

Gentlemen,—Kindly find enclosed P. O. Order to cover insertion of advertisement in your paper. Tools were sold three days following the first insertion and we are still receiving inquiries from all over Canada.

Yours very truly,
THE STEELE HARDWARE STORE.
Per G. F. Steele.

EVERY retail hardware dealer, every hardware manufacturer, wholesaler, traveller and clerk from VANCOUVER TO HALIFAX is a consistent reader of HARDWARE and METAL. This makes a Want Ad. in Hardware and Metal the only satisfactory way to place your proposition before those most vitally interested.

WOULD YOU BUY OR SELL—A Typewriter—A Show-case—Set of Tinner's Tools – Desk Secure a Clerk—Bookkeeper—Partner

Use a Hardware and Metal Want Ad.

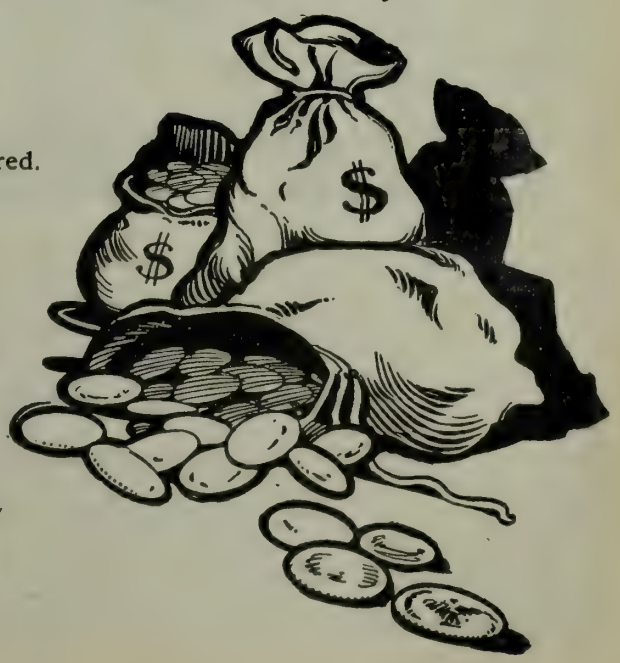
RATES: (Payable in advance)

2c. per word first insertion.

1c. per word subsequent insertions.

5c. extra per insertion for box number if desired.

Write or phone our nearest office.



Hardware and Metal

Montreal - Toronto

Winnipeg

Dominion Ammunition

Hits Hard and Kills



Your customer looks for this TRADE MARK on DOMINION attractively labelled boxes.

Your profit is best on DOMINION. Costs your customer one-third less than imported.

PRICE and QUALITY will satisfy old customers and bring you new trade.

Reliable ammunition for all makes of Revolvers, Rifles and Shot Guns.

Dominion Cartridge Co., Ltd.

Montreal, Canada

Henry Rogers, Sons & Co., Limited

(Established over a Century)

REGISTERED



H.R.S.&Co
TRADE MARK

Wolverhampton - - Sheffield

EVERYTHING IN METALS

Galvanized and Black Sheets, Canada and Tin Plates, Copper, Tin, Lead, Spelter, etc.

Heavy and Shelf Hardware

Chain, Anchors, Wire of every description, Hollow-ware, Poultry Netting, etc.

CANADIAN BRANCH 6 St. Sacrament St., - Montreal

Doing Trade with Farmers on a Cash Basis

Geo. A. Sills, Seaforth, Believes Cash Sytem Only Logical Way of Merchandising—Farmers With Savings Deposits Defer Payments To Local Merchants—Cash System Would Benefit the Consumer in Many Ways.

The cash system of hardware merchandising is gradually extending its scope of operations, and is constantly gaining new converts among the trade. It is significant that all dealers who investigate the subject arrive at the unanimous conclusion that it would be a good thing both for them and for their customers if the cash system could be universally adopted. It would be a good thing for the dealer, because it would enable him to take all cash discounts, and to avoid borrowing money from the bank. It would be a good thing for the customer, because he could buy more cheaply, and would not fall so easily into a hopeless state of indebtedness, as is possible under the credit system

Does Cash System Mean Loss of Business.

It is obvious that the cash system would be universally adopted if it were not for the fear haunting every dealer who considers the subject that some of his customers would be offened, if asked to pay cash, and he would thus lose business. Indeed, even those hardwaremen who have already put the cash system in operation, did so with grave misgivings, and confess that they fully expected to see a falling off in sales during the first year at any rate. They would have been satisfied with the advantages gained, even if they had experienced a slight decrease in business.

As a matter of fact we have yet to hear of the first cash selling hardware dealer whose business did not grow from the very first, under the new order of things. The difficulty of launching the cash system having been overcome, and the store's customers duly educated to its advantages, the merchant found that running a cash business was much easier than operating on the basis of extended credits.

Those who still cling to a credit business after studying the situation, do so because they think there are certain local conditions in their towns, which would render cash selling a hazardous experiment. Some say that they cannot sell for cash in railroad towns, because pay day comes only once a month. Others say that their customers are chiefly retired people, who would feel insulted if cash payment were insisted upon. Still others object that, doing business in a farming district, they cannot expect to have their accounts paid except at harvest time.

About the worst offender that the credit system has produced, is the prosperous farmer with money in the savings bank. No doubt the spirited campaigns which have been carried on by the chartered banks to encourage placing money on deposit, are largely accountable for this. The farmer glories in the deposit which yields 3 or 4 per cent. interest, and, rather than risk a curtailment of the profits from his savings, he will allow his account with the local hardwareman to run three months, a year, or even longer.

This is the condition which confronts Geo. A. Sills, hardware merchant, of Seaforth. Mr. Sills is a strong advocate of cash selling, and he has been converted to the idea largely because of the inordinately long credits expected by the farmer.

"One case happened last winter," said Mr. Sills to a Hardware and Metal representative, "which will give you a good idea of the ridiculous lengths to which prosperous farmers will go in order to keep their savings accounts intact.

"In October, I installed a furnace for a farmer, the contract price being $100, and the agreement calling for payment February 1st. Well, February came around but there was no money forthcoming. A couple of weeks later I met the farmer on the street, and I reminded him of his account. He told me he had the money in the bank all right, but didn't want to withdraw any before the end of the month because it would mean a loss of interest.

"He remained obdurate on this point until I told him I would pay the month's interest myself. The interest amounted to twenty-five cents, and I didn't mind parting with it, in order to get my money. But what impressed me, was that the farmer had no scruples in allowing me to wait an extra month for payment of a job that had kept him comfortable all winter, just so that he could make twenty-five cents interest."

This Farmer Had Nerve.

Another incident related by Mr. Sills has a decidedly humorous side.

"This didn't happen to me," he explained, "but was related to me by a hardware friend in a nearby town."

"A farmer in good circumstances, owed my friend an account of $50, which had been running for several months. One day he came in to town with a load of hogs which he sold for $80. My friend heard of the transaction, and,, when the farmer entered his store half an hour later, he began to mentally congratulate himself that the long due account was about to be settled. Imagine his surprise when the farmer saluted him with a request for a loan of $20!

" 'I have just sold some hogs for $80,' he explained, 'and I want enough to deposit an even hundred in the bank.' "

Introducing the Cash System.

Mr. Sills agrees that people who have been in the habit of buying on credit, instinctively dislike paying cash, and, indeed, feel it a hardship to do so. If a dealer were to spring the cash idea on them too suddenly he would lose their business. For that reason, he advocates an educative advertising campaign for several months before putting the cash system into actual operation.

"My idea," he says, "is to thoroughly explain the system through the local paper. Tell the people how cash payemnts will give their money greater purchasing value, and how it will benefit them in other ways. For my own part I believe that hardwaremen could sell goods at from 7 to 10 per cent. cheaper, if every sale were a cash sale.

"By advertising in this way, you not only succeed in educating your customers to the benefits of the cash system, but also give them a chance to get their affairs in such shape that they can have money on hand to take advantage of the cash system, when it is inaugurated."

The catalogue houses have educated a good proportion of the public to cash buying, and, already, there are murmurings on the part of habitual cash customers, who complain that they are helping to make up the losses accruing from bad debts and long credits. It is to be expected that these complaints will grow in volume, until merchants can no longer do a partly cash and partly credit business. It must be all cash or all credit, and quite obviously, the all cash stores will be able to offer the better values. Mr. Sills states that he has had several customers who always paid cash for their goods, complain of the unfairness of the credit system, to them.

Many progressive hardware dealers are beginning to see that the cash system offers a sure solution to the problem of catalogue house competition. The local merchant has many advantages over the distant mail order firm, and, if he sold only for cash, he would also be able to undersell the catalogue house in nearly every case.

Necessity of Planning Lay-out of Ads.

The Use of Panels to Make Complete Ad. More Readable — Value of White Space in Emphasizing Reading Matter — Ads. Should Have Well Balanced Lay-out.

Isn't it surprising how tame the majority of ads. look in country newspapers? Many a hardwareman who has put a lot of thought and study into the preparation of his copy, scarcely recognizes it when he sees it in print. He had expected something forceful and logical, and he is vastly disappointed.

The trouble is that the compositor who made up the ad. did not grasp his idea. He emphasized the unimportant points, and hid the strong ones. He inserted fancy ornaments where only dignified rules were required, and, in brief, he spoiled much of the ad.'s effectiveness.

Professional ad. writers do not take chances of this kind. They long ago came to the conclusion that, unless they themselves drew up a plan of the ad., just as an architect draws a plan of a house, their ideas would largely miscarry, and the completed ad. would be altogether different in appearance from what they had intended.

A Rough Lay-out.

Of course, it would be impracticable to plan the ad. in the smallest detail, even for experienced copy writers. But it has become customary to draw a rough plan of every ad. before placing it in the compositors' hands. This plan indicates the size of the ad., and the manner in which it is subdivided, to deal with its various subjects. Unlike an architect's plan, it need not be drawn to scale, as the ordinary compositor can readily seize the idea as sketched in ever so hurried and haphazard a way.

The most essential part of the lay-out is the dividing into panels. As a general rule, a portion of the space is paneled off for each line of goods to be advertised. The shape, size and location of each panel depends upon the importance of the line to which it is devoted.

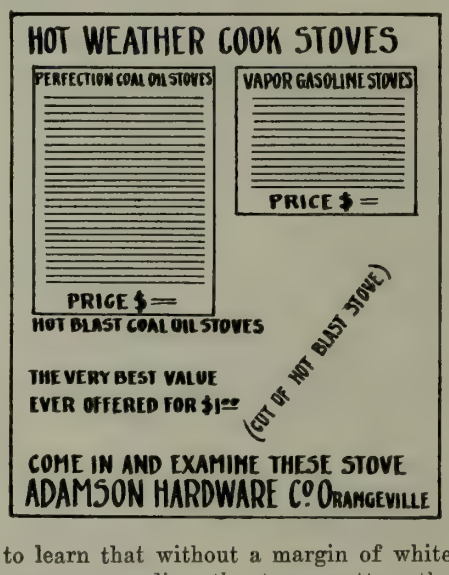
Advantage of Panels.

The use of panels affords the best means of separating the different parts of the ad. It also makes each part stand out from the whole almost like a distinct and separate ad. It is, in effect, the same scheme as dividing the reading columns of a newspaper into sporting page, women's page, editorial page and news pages. A newspaper reader who is not interested in sports can skip that page and the ad. reader who is equipped with an ice cream freezer and washing machine can skip that part of the ad. and go on to something which will prove of interest. The panel idea undoubtedly invites more attention to the ad., and focuses the attention on the individual items which may make a special appeal to the reader. Only a confirmed bargain hunter will deliberately wade through a jumbled and poor appearing advertisement, but the neatly arranged and paneled copy is bound to catch many of those who are simply taking a cursory glance through the paper.

Value of White Space.

Another virtue of the panel idea is that it results in a display of white space, which not only makes the panels themselves stand out, but also lends prominence to the whole ad.

There was a time when advertisers thought that to get the worth of their money it was necessary to completely fill their space with reading matter. It did not take long for the shrewd ones



to learn that without a margin of white space surounding the type matter, the ad. was literally buried. A panelled ad. is simply a further development of this same idea, for it is a collection of small ads., each enclosed in a margin of white space.

Example of Bad Arrangement.

On the opposite page the advertisement of the Adamson Hardware Co. is an example of the compositor defeating to a certain extent, the purpose of the ad., by not analyzing the copy, and giving it a proper arrangement.

This advertisement as a whole deals with "Hot Weather Cooking Stoves," and this line should therefore appear as the headline. The subject is divided into three classes—Perfection Coal Oil Stoves, Vapor Gasoline Stoves and Hot Blast Coal Oil Stoves. The ideal way, therefore, would be to divide the ad. into three panels, heading each panel according to the article it advertised. As the "Hot Blast" stove is evidently being featured by the firm, it should occupy the most important panel.

The task in this instance, is somewhat complicated, owing to the size of the cut to be used. It is, among some ad. writers, an accepted maxim that the cut should be made to fit the copy, and not the copy to fit the cut. But this is not practicable for the large majority of retail merchants, who secure their cuts from the jobbers and manufacturers, and have to take the sizes that are available. The arrangement, therefore, in the Adamson Hardware Co.'s ad., has to be varied slightly from the ideal plan, so as to work in this cut.

How to Plan Lay-out.

Having analyzed the advertising copy, and chosen the important divisions, the ad. writer is in a position to plan his lay-out. Some may find it advisable to draw up the plan even before writing the copy. At any rate, he must know what he is going to write about, before he makes his plan.

The accompanying cut shows one good lay-out for the Adamson Hardware Co.'s advertisement, taking into consideration the awkward size of the cut to be used. A bold headline is employed for the complete ad. and lesser headlines for the panels into which the ad. is subdivided. It will be noticed that this arrangement also allows for a more prominent reproduction of the firm's name, than the original ad.

In preparing this plan, the exact size of the original ad. was adopted, and arrangement made to accommodate the same copy. It is sketched roughly as may be seen, but any compositor could follow this plan in setting up a panelled advertisement which would stand out.

Review of The Week's Ads.

Some hardware advertisements which have appeared during the past week, have been selected for brief review, and are reproduced on the opposite page.

A Talk on Hot Weather Stoves.

Ad. No. 1 gives some good information about three different kinds of hot weather stoves. The main fault with this ad. lies in its arrangement, as already stated. Another correction that should be made is in quoting prices on the Perfection coal oil stoves and Vapor

gasoline stoves. The arguments are expressed in a somewhat disjointed way, and the ad. would be more readable if the short and choppy phrases were connected into brief sentences.

A Convincing Gate Ad.

In ad. No. 2, W. F. Macpherson, of Prescott, has wisely made two distinct divisions; using one for haying tools and equipment, and the other for steel gates. The gate ad. is admirable, and it is hard to see how any farmer whose property is not properly equipped with gates, could resist its appeal. If the price were quoted on two or three standard sizes, it should prove an even better proposition. An ad. which does not quote prices, is handicapped from the start as it is difficult to turn a reader into a prospective purchaser, without telling him the price of the article he is reading about. It is often this which crystallizes mild interest, into a determination to buy.

A Pump Proposition.

Ad. No. 3, like No. 1, has a poor typographical arrangement. It could be vastly improved by making the words, "This is pump time" occupy one line only. This would give more room for the body of the ad., which could be condensed so as to allow a good display of white space around the reading matter—always a desirable thing.

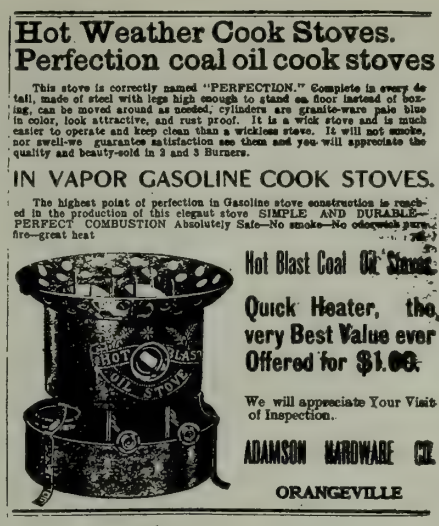
A Pure Announcement.

No. 4 belongs to the old style announcement class. It possesses the virtue of being quite well arranged, but, lacking illustrations relating to the subject advertised, and not quoting any prices it is not likely to prove very effective. There is probably no other line which gives such scope for illustration. A cut of a fisherman casting his fly will instantly arouse interest in the seasoned sportman, and even a simple cut of a fish or some part of the usual fishing equipment, would give animation to the ad. A description of some of the specialties in the shape of fishing tackle carried by the store, together with prices, would have combined with a cut such as suggested above, so as to produce a good result bringing advertisement.

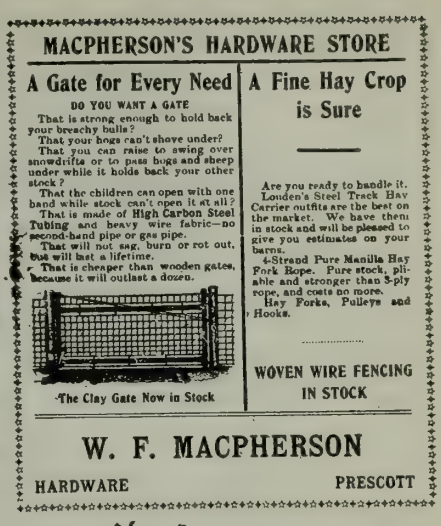
House Cleaning Not Popular now.

Speaking generally, she would be a most ambitious housewife who would essay to cleanse her home in the kind of weather which has been provided recently. Consequently, ad. No. 5 must be adjudged unseasonable, and almost sure to be ineffectual in promoting sales. It is to be commended, however, for the illustrations, and the prices which are quoted. Hardwaremen should always prepare their advertisements with a

Continued on Page 46



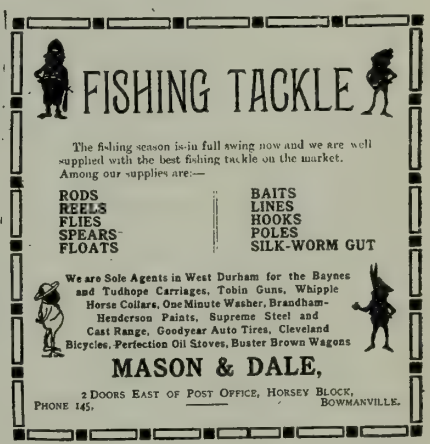
No. 1



No 2



No. 3



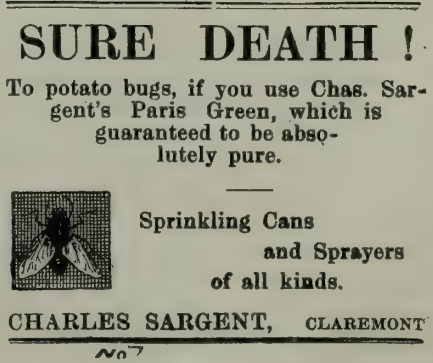
No. 4



No. 5



No. 6



No 7

HARDWARE AND METAL

(ESTABLISHED 1868)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

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New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

FIRE INSURANCE AN ABSOLUTE NECESSITY.

The terrible fire which devastated Northern Ontario during the past week has taught some costly lessons, and one of the costliest is that fire insurance, however dear it may be, is an absolute necessity to a business man.

In the burned area, owing to the dense forests and the primitive nature of most of the buildings, a high insurance was demanded. Ten per cent. was an ordinary premium, and only a small proportion of the inhabitants could be induced to place any insurance at this abnormal cost. They preferred to run the risk of loss rather than to pay for protection, at this rate.

The great fire has burned out every place of business in several prosperous towns and many of these business men are ruined, because they carried no insurance. This event proves the utter folly of trusting to luck, in this matter. Every business man owes it to himself and to the firms with whom he does business to keep his buildings and stock well covered with insurance. The fact that the rate is high, simply furnishes an additional reason for securing the protection, because it means that the risk is also high. While insurance companies, in many cases, undoubtedly ask a higher rate than is reasonable, still the difference in their rates, in different places, is a pretty good indication of the relatively high risks.

This brings up the question of determining the cost of goods. A hardwareman who pays an insurance rate of ten per cent. and does not consider this when determining the selling prices of his goods, is most unwise, and will lose a large share of legitimate profit. Insurance is as important an item as freight, in the cost of merchandise, and it should not be neglected in the accounting.

HUMOROUS FEATURES OF THE CREDIT BUSINESS

The man with a sense of humor can generally take a little satisfaction out of any situation, and it is a good thing for a hardware merchant to be so equipped, if he is to get full enjoyment out of his vocation.

The credit system of retailing, as generally practised, does not, at first sight, present many laughable features. In fact, it may be said to be the bane of many a dealer's existence. When a draft falls due and there is little money in the bank with which to meet it, the fact that book debts overbalance the draft many times, affords scant satisfaction, and the average hardwareman would not be likely to see anything humorous in the situation.

However, two really humorous incidents about the workings of the credit system, have recently come to light. In one case, a hardwareman installed a furnace for a well-to-do farmer, on the understanding that payment was to be made on February 1st. That date came around in due course, but there was no sign of the farmer and his money. Meeting him on the street one day, the dealer reminded him of his promise, and elicited the very naive excuse that he hadn't paid the account because he wanted to keep the money in the bank a month longer, and draw so much more interest. The interest on the amount involved, for one month, would have been twenty-five cents.

The other incident is even more ridiculous. A farmer in good circumstances, owed an account of fifty dollars, to a hardwareman in his nearest town. The account had been running for some time, in spite of the fact that the farmer was known to have money in the bank. One day, the farmer drove into the town with a load of hogs which he disposed of for eighty dollars. He then walked into the hardware store and coolly asked the dealer to loan him twenty dollars, which he could add to the eighty he had on hand, and thus make up a deposit of an even hundred dollars.

It is such incidents as these, which turn thoughtful merchants inevitably toward the adoption of a strictly cash system.

LOOKING BACKWARD.

A business man who has been so successful that he is able to retire into private life at a comparatively early age should be able to give some valuable advice to those who are still in the harness. Like an old baseball star watching a game from the grand stand, he sees opportunities and also errors of judgment which do not appear to those who are in the heat of the contest.

Such a man is "Mack," who contributes the "Reflections of a Retired Hardwareman," in this issue. Although still a comparatively young man, "Mack" has had a varied business experience, and, if his real name were mentioned, it would be recognized by hundreds of our readers. As a traveler, in his younger days, he called on the hardware trade, finally combining with his brother who had also been a traveling salesman, to purchase a hardware store in a Western Ontario city.

The two brothers made good and, when they disposed of the business in April, 1910, both were able to retire from active commercial pursuits. The brother, being an expert bowler, readily found a congenial method of passing the time, but "Mack" finds his chief relaxation in watching the game from which he has retired. Observing present-day tendencies in the trade, it is his habit to weigh them in the scale of his successful experience, and pass judgment upon their merits. As an occasional contributor of his "Reflections," in the columns of Hardware," and Metal, "Mack" will make a valuable "coach" for hardwaremen now in training.

WIDE VOGUE OF NEW COOKERY.

Paper-bag cookery is becoming more than a fad in England. So firm a hold has it taken that experiments are being conducted in all parts of the country. One of the London daily papers has started a motor campaign, with a traveling kitchen and an expert chef, to demonstrate the advantages of this new method of preparing food. Ironmongers are taking advantage of the wide-

spread vogue of the idea to stock up with supplies of the paper envelopes used, and are having large sales.

It is claimed that it is possible to cook a whole dinner at the same time by the "en papillote" method—joint, eggs, vegetables, and pudding. Each article comes out done to a turn, with all its flavor and goodness preserved by the covering. Loud praise is heard on all sides, but there is at the same time an undercurrent of skepticism shown. Many who have tried the method report failure to achieve the results claimed by the inventors, and there is some difference of opinion on the score of the fuel consumption.

It is probable that in restaurants, where food is always prepared in large quantities, the new method would save gas very considerably. In the bigger establishments it is being taken up eagerly.

FOLLY OF RENTING OR LOANING.

A correspondent writes an amusing letter from Palmerston, Ont., commenting on the idea of a Stratford hardwareman, in renting such articles as rat traps.

It seems a strange thing that people should expect the hardwareman to accommodate them by loaning them, without cost, tools and other goods which he is in business to sell. Yet there is scarcely a hardware store any place which does not meet this difficulty. Someone (generally a neighboring retailer in another line of business) runs in and asks for the use of a hammer or saw, "just for half an hour." The same borrower may return for the same article several times during the course of a year, and he has no more right to expect such consideration from the hardwareman, than the householder who buys these tools because he occasionally requires to use them around the house.

What chance would the hardwareman have if he visited his friend's haberdashery, and asked for the loan of a dress shirt "just for to-night?" Or if he should perchance drop into the book store and ask for the use of the latest novel, "just long enough to read it," would he be politely received?

It is good business for the hardwareman to rent such articles as vacuum cleaners, but it is time to decide that staple hardware goods are neither to be loaned nor rented—they are to be sold.

THE WISDOM OF EARLY ORDERING.

Order early. The stove situation at present points strongly the wisdom of that course. A stove manufacturer states that enough orders have already been placed to insure the taking up of the complete output of his firm. If the same is true in all quarters, it is pretty conclusive proof that one of the busiest seasons on record is ahead. It is also safe to reason that the dealer who waits until the last minute to place his orders, will probably have to wait before the orders are filled. An early order insures early delivery. "Come early and avoid the rush" applies in this case.

Delayed orders are frequently shipped on the installment plan. This is not the fault of the manufacturer. The demand for stoves has grown so rapidly of late years, that, when the season is at its height, the supply can barely keep pace with the demand. The wise dealer, therefore, is the one who decides on what he will require and puts in his order bright and early.

POINTED EDITORIALS.

Paints are still in heavy demand. Do not be afraid to still accord paint a place in your store windows.

* * *

Hardware factories are extending in all parts of the country. This augurs well for the future prosperity of the trade.

* * *

It is generally anticipated that the coming fall will see a record sale of stoves. Plan now to get your share of the business.

* * *

The hardwareman who sold twenty-four screen doors as the direct result of one ad., cleared thereby his advertising expenses for some time.

* * *

Paper bag cookery has invaded Canada. Some enthusiasts predict that we will all have our Christmas turkey roasted this year a la papilotte.

* * *

It may seem sadly out of season to mention stoves with the mercury still "aviating," but, nevertheless, the time is now close at hand when the dealer will have to plan out his fall campaign.

* * *

The announcement that Toronto street cars will carry free all boys with lacrosse sticks, and that the Scarboro Beach oval will be open to them should create a boom in the sporting goods department.

* * *

The price-cutter is a "mean critter." He not only spoils his own chance to make a fair profit, but he does his best to provide losses for his competitors. He is pursuing a dog-in-the-manger policy.

* * *

Spasmodic advertising is about as much use as the first thunderstorm, which struck the superheated sections of Ontario last week. It was over too soon and the drouth conditions were as bad as ever in a few hours.

* * *

The hardwareman who loaned $20 to a slow pay customer already owing him $50, in order that he might deposit an even hundred in the bank, deserves to take rank with Job, among the long suffering heroes of history.

* * *

This very week, we read a Burk's Falls hardware store advertisement, the opening sentence of which was: "Spring is already in the air, although Winter still holds the earth in his frosty grip." If this were only true, what a rush our panting readers would make for Burk's Falls.

* * *

Hardware travelers are reported to have covered their rounds just the same during the hot spell. Traveling salesmen are expected, of course, to be impervious to atmospheric discomforts, but the brand supplied during the past week was sufficient to try the patience of a salamander.

* * *

Having descended from the very topmost to the lowest rung on the price ladder, turpentine is reported to have steadied down at last. Although it is morally certain that "turps" will not break any more altitude records for a while, the latest report is that an upward trend is now in order.

NECESSITY OF PLANNING LAY-OUT OF ADS.

Continued from Page 43

view to securing results, and, with that object in view, frequent change of copy, and the advertising of distinctly seasonable goods becomes imperative.

An Invitation.

Ladies are especially invited, in ad. No. 6, but, from the standpoint of results, the invitation is not definite enough. The ad. does not state whether they are invited to a stove demonstra- of the modern variety, or simply to visit the store and view the stock. Considering that natural gas has just very recently become available to Aylmerites, Mr. Smiley could have used his space to splendid advantage in telling about the construction of his gas stoves and what they would do, also giving an idea of the prices at which he is selling.

Sure Death.

Ad. No. 7 is illustrated, but the cut chosen does not seem to bear a very close relation to the subject. It would be better suited to an advertisement of screen doors and windows.

Lightning-proof Qualities of Metal Roofing

Time is Opportune for Driving Home This Truth—Keep Tab on Farm Buildings Destroyed by Lightning—Co-operation With Manufacturers Should Secure Good Business.

There is one important aspect of metal roofing which should be brought to the attention of prospective builders, just now, and that is the well established fact that a metal roof protects the building it covers, from lightning.

During the past week, many districts have been visited by severe electrical storms, which, as usual, have worked the greatest havoc among farm buildings. It is the isolated barn or implement shed which is the easiest mark for the the thunderbolt, and that is why, after each heavy storm in summer, the daily newspapers contain reports of many barns and other farm buildings which have been struck by lightning, and destroyed.

Metal Roofs Shed the Bolt.

It is not claimed that metal roofing renders a building proof against being struck by lightning, but it seems to be scientifically established, that, if lightning should strike a metal roof, the electrical fluid would be scattered over the whole surface, and thus be unable to do any damage.

One of the large Canadian metal roofing concerns recently sent out a circular letter to the secretaries of all the mutual fire insurance companies operating in Ontario. These companies, almost without exception, write their business in country districts, and, as they have, as a rule, continued under the same management for a good many years, they have naturally had more experience with lightning damages, than most of the old line companies.

A series of questions were asked in this circular letter, relative to the value of metal roofing as a protection against lightning, the insurance men being asked both as to facts which had come under their observation, and also their own opinion on the subject, based upon their experience. They were also invited to offer suggestions for rendering a metal roofed building absolutely immune to lightning, if they believed that the metal roof alone would not accomplish the desired results.

Insurance Experts Almost Unanimous.

The replies received from these practical men, were almost unanimous in bearing out the scientific contention. Only about two per cent. had ever heard of a metal-roofed building being damaged by lightning, and it is safe to infer that, in these cases, the metal-roofed buildings were, in some way connected with other buildings not so roofed, and the bolt might easily have struck the other building and the fire spread to the metal-roofed structure.

Practically all of the replies (and it might be stated that the secretaries answered almost without exception), were to the effect that the writers had never known of lightning doing any damage to buildings covered with metal. Most of them said that they believed such a contingency would be impossible.

Two or three of the correspondents, suggested that wires should be run from the four corners of the roof down to moist earth, which they stated would make assurance doubly sure, and absolutely safeguard a building against the possibility of harm from lightning.

Would Reduce Insurance Rates.

It is significant of the opinion held by expert insurance men, that several of the replies referred to, contained the information that their companies were prepared to grant a lower rate, in the case of buildings roofed with metal. Still others said that, although no action had as yet been taken in the matter they felt assured that their directors would sanction a lower rate in such cases.

This evidence is conclusive, as to the lightning proof qualities of metal roofing. How is the dealer going to turn it to his advantage?

Now is the time to act. As already stated, this is the season of thunderstorms, and it is the most opportune time to call the attention of farmers to the advantages of metal as a roofing material. Do not neglect to get in touch, immediately, with farmers whose buildings have been destroyed by lightning. Give them literature which will be readily supplied by any of the metal roofing manufacturers. Further, send their names to the manufacturer, who will be glad to enter into correspondence with them, on your behalf. This is the kind of co-operation which leads to profits.

The Fall Trade.

As a general rule, there is not a great deal of barn building in the fall. There is, however, always a certain amount of this done in every locality, and the farmers who are intending to build, will have made up their minds by this time. This thunderstorm period is also the time to secure their favorable opinion of metal roofing. Hearing of so many fellow-farmers losing crops and stock through the burning of their barns, they will naturally desire to guard against this danger in their own case. They are therefore in a receptive mood for the kind of arguments that are used by the metal roofing manufacturers. Give the manufacturers a chance to help you sell roofing to these farmers, and they will gladly avail themselves of the opportunity.

NO BLAME ATTACHED TO THE ROSS RIFLE.

The Quebec Chronicle explains in a recent issue that the alleged report of the explosion of two Ross rifles furnished the Queen's Own was not due to any defect in the rifle, but to the fact that the rifles after delivery were handed over to another company to be fitted with a special sight.

In fitting the sight the barrels were tapped to admit a screw instead of soldering on the barrel as in the Lee Enfield—or with rings, as with the regular Ross sights, to hold the rear of the back sight in place; this weakened the barrel and caused it to explode. When this was realized all the rifles which had been thus wrongly treated were, of course, ordered to be withdrawn.

Hardwaremen Suffer in Northern Ontario Fires

Frank A. Child Loses Stores at Cochrane and Kelso Mines, and Probably at Matheson—Makes Hasty Trip to Toronto to Buy New Stock and Will Restart in Business Under Canvas.

Toronto, July 13.—The disastrous fires which have swept so large an area in the new sections of Northern Ontario have caused a heavy loss to Frank A. Child, proprietor of three hardware stores in that part of the country. His stores at Cochrane and Kelso Mines have been burned to the ground, and the third, which is at Matheson, is in serious danger. Mr. Child has been hourly in expectation of news as to the fate



FRANK A. CHILD,

Of Cochrane, Whose Hardware Interests In the Burned Section Were Very Extensive.

of the Matheson district. It is feared that the flames will include that town in their devastating sweep.

Mr. Child was at Parry Sound with his family when the news of the disaster reached him from his brother Charles, who had been managing the Cochrane store. Cochrane had been burned to the ground from limit to limit, the only building left being the T. & N. O. station. The hardware store had suffered along with the rest, building and stock being destroyed totally. The members of the staff escaped without injury.

Nothing daunted by the severe reverse, Mr. Child took the first train to Toronto, with the intention of buying a new stock, and preparing to restart in business almost without a day's relay.

He was seen by a representative of Hardware and Metal to-day at the Prince George Hotel. "This bush fire has been positively the worst in my experience," he stated. "However, we do not intend to lose time in bewailing our losses. By Monday we will be in business again, I hope. I feel quite confident that Cochrane will grow up again in a very short time, and on a better and more permanent basis."

He estimates that the total loss will be about $500,000 in Cochrane, a great part of which is not covered by insurance. The heavy loss will not prove more serious than a temporary setback, however. The town had been prospering and is bound to soon catch up.

Had a Large Place.

The Cochrane store was a building of ample proportions, with a large warehouse attached. He carried there a staff of seven men and, as it was his main store, most of his stock was stored there. Mr. Child had been planning to close his branch at Kelso Mines, and much of the stock there had been shipped to Cochrane. Manager Walter Thompson of the Kelso Mines branch had one clerk with him, and the two men remained at that place until Monday, helping to fight the fire. Finally, they were compelled to abandon it and return to Cochrane, where they met with the same experience over again.

The fire at Cochrane started about three-quarters of a mile from the Child store. As there was a wind raging at the time from 40 to 50 miles an hour, it soon caused the blaze to spread to all parts.

Mr. Child states that he carried a $14,000 stock at Cochrane. On this he carried insurance for $7,000 or $8,000, so that his actual loss will not be as heavy as that of many others who were burned out and who did not carry insurance of any kind.

Will Start in Tents.

Mr. Child is arranging to recommence business with characteristic energy. "I spent over $6,000 yesterday," he stated. "I have bought an almost complete stock to start with—stoves, tinware, household goods and all varieties of hardware. In addition, I have bought tents, and to-night I leave for Cochrane on the 8.30 train, taking an extra man with me. The goods have already gone ahead. By Monday, I hope to have the stock in the tents, and we will open for business."

Will Rebuild at Once.

He will continue to do business under canvas until a new store can be built. Construction work will be started without a week's delay. He has decided that his new store will be of solid cement construction. It will be a two-storey building, 32 by 65 feet, with a large warehouse at the rear. The present plans of the proprietor call for everything up to date, including a hot water heating plant.

"The town will be rebuilt," declares Mr. Child, "in a better way, I hope. Necessary restrictions will be placed and it will be seen to that proper fire protectionary measures are adopted. We will then be able to secure a better rate for insurance. It cost me ten per cent. to carry what I did. As a result of the rate a great many people did not carry any insurance, and they are now facing a total loss."

"What I fear is that this fire may set back the waterworks scheme. We were to have had waterworks in three months' time in the town and we were planning a plumbing department. A water system is badly needed there.

"As you noted some time ago," he continued, "I intended to open a branch store at Porcupine. Luckily this plan was not carried out."

He is anxious to secure catalogues from manufacturers and wholesalers without delay at his Cochrane store. All his books and literature of that nature suffered, of course, in the fire.

Another Sufferer.

There was one other hardware store in Cochrane, owned by J. McManus, who had been in business about the same length of time as Mr. Child. His loss will also be heavy.

RE-ORGANIZATION IS COMPLETE.

The reorganization of Rice Lewis & Co., announced some weeks ago, has been completed. In accordance with the policy laid down immediately after the fire in 1908 and given out on Dec. 5, 1908, in Hardware and Metal, a number of the senior members of the staff will be affiliated with A. E. Gilverson and R. C. Fisher, the joint owners. The new board is made up of A. E. Gilverson, R. C. Fisher, Walter J. Lasson, Jas. W. McMillan, E. R. Kastner and Fergus E. MacDonald. All of these gentlemen have been with Rice Lewis & Son for many years.

The business will be conducted under the presidency and direction of A. E. Gilverson and R. C. Fisher.

Our Page for Hardware Clerks

MAKING THE VACATION INSTRUCTIVE.

Now that vacation season is at hand, most of the readers of this page will be planning for their annual holiday trip. Some will be making for a pleasant watering place, and others will be going "back to the farm" to spend a couple of weeks. Still others will visit the nearest large city to get a taste of metropolitan life, but they will all go back to the store feeling fresher and brisker, and more able to perform their duties as a result of their relaxation.

A mighty good idea for hardware clerks to follow, is to spend at least part of their vacation in a city where some of the goods they sell over the counter are manufactured. Many clerks have already adopted this plan, and they find themselves well repaid. Invariably they receive most courteous treatment at the hands of the manufacturers upon whom they call and a competent person is delegated to show them through the factory.

They see the raw material being unloaded from the cars, and they trace its course through the many ponderous and intricate machines, until it finally emerges as the finished product. They visit the shipping department and watch the assistants busily packing the goods, stenciling the initials of the consignee, and making out their shipping bills.

Then they visit the office, and learn something of the system of attending to correspondence of keeping the books, of guiding the movements of a corps of travelers. Probably they will be amazed at the infinite pains taken to look after the smallest detals of the business.

Any clerk who spends two or three hours in the plant and office of an important hardware manufacturing concern, must needs be a bigger clerk than he was before. He knows something about a certain line of goods that he never knew before, and, having seen for himself from what material and in what way it is made, he feels much more confident when he brushes up against a tough customer who must be convinced before he will buy.

Take so common an article as a hammer, for instance. The clerk may have wondered, while selling hammers, how they came by their peculiar shape, but it is not until he actually sees the hammer head pounded into shape in a series of heavy drop forges, and tempered in oil, that he can understand the selling points of a hammer.

Undoubtedly the best holiday for an ambitious hardware clerk, is one which combines pleasure and the opportunity for acquiring business knowledge.

WHERE LACK OF KNOWLEDGE LOST THE SALE.

The old gentleman had evidently been attracted by the window devoted largely to fishing tackle, and naturally the display of rods that were something of a feature. I chanced to be near at hand and heard the whole conversation he held with the clerk.

"Do you keep Bristol rods in your stock," he asked the clerk, who engagingly enquired if there was something he could do.

"What kind, sir?" the clerk asked.

"Bristol rods," the old gentleman replied. "You know Bristol fishing rods."

"Oh, yes, fishing rods. We've got something nice," the clerk answered, glad to understand something about the article required. Apparently the word Bristol had no meaning whatever. If a long rod or a short rod had been asked for it would have meant just the same. The customer wanted something in fishing rods and that was the cue to open up on the goods that were carried.

So the clerk took several from a rack and jointed them into their lengths and was preparing to interest the customer. But the latter wanted one particular kind.

"Don't you keep the Bristol rod?" and then the customer had to explain that this rod was manufactured by a particular company.

The clerk apparently had not heard of it, and this fact defeated him. He did not try to sell any of the other steel and split bamboo poles, nor a line. His feet were knocked from under him, so to speak. Perhaps this customer did not want to buy one, but it was rather safe to say that he was sincere and that he was going to buy a fishing rod. If he did, it was at some other store.—Curiosity.

SELLING A FISHING POLE.

Will a jointed fishing pole withstand the pull of a big fish?

Here is a question that is generally asked by prospective purchasers, and knowing where there is a good sporting department in charge of a live clerk, I hied myself to this young clerk one of whose duties is to grin at all the fish stories he hears from tourists and amateur fishermen who find their way into the city.

I told him I wanted to see something in fishing poles. For the reason that he had none of the old style one piece bamboo species he did not introduce me to them.

"Here is as neat a little rod as I have in the store," he said as he put together the three lengths of a light steel affair hardly as thick as a pencil. "See the cork handle, and the patented system of firmly securing your reel. Why it's so light you could feel a fish pass within an inch of your hook. But really, now," (as I laughed at his exaggeration) "you want a light pole to enjoy the game. You can bend this into a half circle and I don't think it will break."

I stopped him right there.

Will the joints come apart though, I asked.

With that he put the rod in my hands and told me to take it apart. I found that considerable resistance was offered by the junction of the parts.

"You'll find that will hold every time," the clerk explained. "I have heard of instances which may or may not have happened but I have never had a complaint made to me. You see the fish does not pull straight out. When your reel is not moving, anything on the line will bend your pole just as I do now, but there is no tendency to separate at the joints. You must not forget that your line passes through these loops here and there on your rod so that if one part did give at a joint you would not lose it and you would still have your fish, thanks to the reel. This rod is handy and we give you a cloth wrapping for it. There is just as much fun to be had out of it as with a ten dollar silver mounted rod. It is just as good, and you will admit that after you have tried it. It is yours for $1.25 and a might say that we have had a big run on this line during the last month."

Of course I did not buy the pole, but if I need one before this summer wanes I know where I will get it and if the fish are willing the said $1.25 pole will be thoroughly tested.—Curiosity.

UNIQUE ADAPTATION OF TRADE MARK.

We are indebted to W. H. Wiggs, of the Mechanics' Supply Company, Quebec, for the gift of a statuette (as herewith illustrated) of their "trade mark." This "Small Boy" has been used by them for a number of years in their advertising matter and makes a very attractive advertisement. The idea, however, of making it into this present



molded form is unique and the first we have seen issued to the trade in Canada.

The work of preparing this statuette was entrusted to a prominent Italian sculptor, resident in Toronto, and he has been very successful in reproducing the features and pose of the young mechanic.

OPPOSED TO RENTING GOODS.

The Editor of Hardware and Metal:—

It was with considerable interest and amusement I read the article in last week's Hardware and Metal, headed "Renting instead of Lending." It is a conundrum to us how any self-respecting hardware merchant could condescend to cater to a class of customers that possessed the amount of cheek it would require to ask for the loan of a "Rat Trap." Had this particular incident happened in some corner store in the wilds of New Ontario it would not have appeared so ridiculous to us, but in a self-respecting city like Stratford, it is beyond belief.

The sooner hardware merchants stop such habits as our brother in Stratford is practising, the sooner will departmental stores be a past number in the mercantile world. Brace up, brother hardwaremen, trade off your pie crust back-bone for one that will bend but never crumble. If unable to procure one of this kind that will fit your spinal column, dispose of your hardware business at once. Invest a few dollars in rat-catching English ferrets and go into the rat business, and we feel confident you will be financially ahead at the year's end than you would be by running a hardware business under the method advocated in your letter.

Yours truly,

J. B. Skelton & Co.

Palmerston, Ont., July 8, 1911.

ENGLISH EXPLOSIVES FIRM ACQUIRE CANADIAN PLANT.

Montreal, July 13.—The Northern Explosives Co., Ltd., who have gained quite a reputation in Canada as manufacturers of dynamite and blasting explosives, have become incorporated with Curtis's & Harvey, Limited, of London, England, one of the oldest manufacturers of explosives probably in the world. The newly formed company is known as Curtis's & Harvey (Canada) Limited.

Owing to certain conditions obtaining in the explosives situation in Canada, the Northern Explosives Co., Ltd., found it necessary to strengthen their position in order to maintain their place in the market. To accomplish this end, their interests were linked with the old English firm above mentioned, the Canadian end of the business being known as Curtis's & Harvey (Canada) Limited, to distinguish it from the English company.

Curtis's & Harvey, Limited, of England, dates back to the sixteenth century, according to well established reports, and it is believed they furnished powder for vessels in the time of Raleigh, Drake and others of that period.

By expanding the business established by the Northern Explosives Co., the new company should succeed. Already the plant at Rigaud, Que., is being enlarged. New warehouses are being erected, and also a new acid house. The manufacture of explosives has grown to quite a figure in Canada, and there is apparently a good future for it. Curtis's & Harvey (Canada) Ltd., manufacture dynamite and ordinary blasting explosives.

Among the Canadian officers are Lt.-Col. Jas. J. Riley Jr., general manager, George C. Riley, sales representative, and Arthur Hough, superintendent.

A by-law will be submitted in Edmonton on July 18 to provide $100,000 for paving works.



By Mack.

If I had it to do over again I should stick closely to two things, viz., sell for cash and mind my own business.

* * *

It is somewhat alarming to listen to the different views of my friends and old customers regarding the management of my leisur . I have now framed a variety of answers to the "How do you put in the time" query.

* * *

How much there is to interest the mind, every day and these summer nights, in nature? But how many hardware men ever thought about the stars and of what are they made, if during the morning their salesmanship failed to close a stove sale with a farmer whose final decision was made in favor of a steel range sold from a wagon?

* * *

There is only left to the young proprietor of a hardware business one way to success. The answer is have no other interest but hardware first and last.

* * *

If I could unite the energy of my first year in the retail hardware venture with to-day's experience it seems to my mind I should never have lost a customer. I would be a trouble taker.

COMPANY ENLARGING.

Letters patent of corporation have been issued in Ottawa to the Thomas Davidson Manufacturing Co., with a capital stock of $5,000,000.

James Davidson explains that while the capital stock of the company has been increased, there will be no change in the personnel or policy of the present Thomas Davidson Manufacturing Co. The new patent of incorporation was applied for, in order that the increasing business of the firm in Toronto, Winnipeg and British Columbia may be more easily handled. Steps are being taken to provide for the operation of the new branches referred to.

News and Methods of Canadian Hardwaremen

Aylmer Dealers Selling Gas Ranges—A "Keep Cool" Window Made a Hit—Selling Ice Cream Freezers to Summer Resorters—Unusual Binder Twine Display.

BOOM IN GAS RANGES.

Aylmer, Ont.—After several months of anxious expectation, Aylmer citizens are now being supplied with natural gas. Of course, this will mean a boom in gas fixtures and appliances, and especially in gas stoves.

The last issue of the local weekly contained important advertisements from the hardware stores of the town, boosting gas ranges and heaters. J. Y. Smiley announced that ladies were especially invited to visit his store, and he added the request: "Bring your husbands." Wright & Allen called special attention to the particular make of gas ranges they are handling, stating that they could instal suitable burners in cooking stoves, ranges or heaters.

In addition to the hardware stores, the gas company and a local gasfitter also advertised, so that in one issue of the paper there were no less than four advertisements for gas installations.

AN INTERESTING WINDOW.

Montreal, July 14.—R. & W. Kerr, St. Catherine St., had a seasonable display last week. It was a showing of goods now in demand and while more than one class was represented still there was no conglemeration. Several Montreal-made ice cream freezers had a place in the background while another separated into its parts demonstrated with the help of a card the principle of its action. At one side was a showing of electric toasters and water heaters by the use of which breakfast or lunch may be prepared without a fire. In another section there was a display of lemon squeezers, soda siphons, etc., and in the centre a new kind of cherry-stoners with a number of cherries used to illustrate the manner in which the contrivance is used. On the whole it was an interesting window and attracted considerable attention.

MAKING FREE SAMPLES PAY.

Beaverton, Ont.—Some two or three weeks ago W. Glassford & Co., of this town, advertised that, to each of the first hundred ladies who called at the store Monday morning, they would give a sample can of Jap-a-lac.

"How did it work out?" asked Hardware and Metal.

"In my opinion," answered Mr. Glassford, it was a success. So far as the paint goes, I disposed of all my samples, besides selling a quantity of the goods on the day referred to in the advertisement. More than that, many people who received samples have been back after larger tins to finsh up work they had started. This has increased my sale of Jap-a-lac, and shows that in my case at least, it paid to give away the samples."

SELLING OIL STOVES.

Calgary, Alta.—The Corner Hardware Co. are making an effort to clear out their stock of oil and gasoline stoves before the season for these goods has passed. They are offering one burner gasoline stoves, which formerly sold at $4.00 for $3.60. In addition, some stoves which had been used through demonstrations, were offered at half price. Stoves, formerly priced at $7.00 sold for $3.50. Two burner oil stoves on legs were offered at reduced prices.

The company have also cleared out their stock of metal window screens at reduced prices.

The sales have been well advertised, liberal space having been used in the local papers.

DISTRIBUTED MATS.

Oxford, N.S.—Wm. Dunsmore & Son are presenting their customers with a serviceable article in the shape of an asbestos teapot mat. These souvenirs have been liberally distributed.

KEEP COOL WINDOW.

Toronto.—The hot weather of the past fortnight suggested to Aikenhead Hardwareware, Ltd., the idea of featuring bathroom accessories, of which they carry a complete stock. One of the store windows, accordingly, was used to display a collection of bath sprays, seats, towel racks and rolls, glass holders, etc. A large sign in the centre read: "Buy a bath spray and KEEP COOL." From the hot, dusty street, the articles in the window carried with them a suggestion of comfort and it is reported that a large number of sales were made. The bath sprays were particularly in demand.

ARGUMENTS FOR SELLING ICE CREAM FREEZERS.

St. John, N.B.—The fact that a large number of people who reside for the remainder of the time in the city, go to the country districts for three or four months in summer, is responsible for the featuring here of ice cream freezers and refrigerators. "In advertising and featuring the former," said a local dealer this week, "I appeal directly to the tastes of people because I know that the great majority are fond of ice cream. It is difficult, too, to procure it in the suburban districts, and because of this, strengthened by the plea of 'satisfaction in knowing that health-purity is in the cream manufactured at home,' the sales are made somewhat easier. I make a strong appeal on this ground, particularly, using the argument that in home-made ice cream there is less possibility of impurity than in the cream purchased in stores. I think the sale of ice cream freezers and refrigerators this spring and during the latter part of June and the first of July, particularly, has been very encouraging."

GOOD BINDER TWINE DISPLAY.

Chatham, Ont.—A somewhat out of the ordinary variation of the common binder twine window display is shown by the Willard Hardware Co., of Chatham. The main feature is a double arch constructed of binder twine balls, which stands in the background. Twine, oil cans, and other harvesting incidentals are displayed in the foreground.

The W. C. Crawford Handle Co. has been formed at Tilbury, with $100,000 capital, the officers being; president, W. C. Crawford, Tilbury; vice president and general manager, R. W. Hees; secretary-treasurer, W. W. Jackson; directors, Geo. H. Hees and Stephen S. Haas, of Toronto. The company anticipated a loan from the town to assist in rebuilding the former handle factory, practically doubling its capacity and the number of hands employed.

PRESTON FIRM GETS BIG WESTERN CONTRACT.

Preston, Ont.—Bernhardt & Gies, of this town, have just been awarded a big plumbing and heating contract in Medicine Hat, Alta. It consists of equipping with plumbing and heating apparatus an entire block, containing stores, offices, etc., together wtih the metal work for ceilings and roofing.

This firm have made a specialty of outside contract work, and have done several large jobs at different Ontario points. The present contract, however, is the first one they have ever secured outside the province.

Mr. Gies and staff expect to go to Medicine Hat next month, and to be absent on this job for about six weeks.

Mr. Ball, representing Sargent & Co., New Haven, Conn., manufacturers of tools, called upon the Montreal trade this week.

HARDWARE TRADE GOSSIP

Ontario.

Machinery is being installed in Welland Vale factory to be used in the manufacture of rakes.

C. N. Haldenby, Toronto, manager of the Sanderson Pearcy Co., has returned after a holiday trip.

The Taylor-Forbes "soccer" team, Guelph, defeated the Carpet Mills eleven in a city league game.

D. Hood, of the Marks, Clavet & Dobie hardware store, Port Arthur, has returned from a trip to Duluth.

D. W. Budd, Renfrew, is leaving for the Pacific Coast in the interests of the Barnet Manufacturing Co. He will show refrigerators at the fairs through the west.

W. P. Stacey, hardware dealer, Fullerton Corners, was driving out of Mitchell with a load of binder twine, when he was thrown off. His head struck on a steel rail, a nasty gash being inflicted.

The saw works of the Shurly Dietrich Co., Galt, was closed last Saturday for repairs, but the firm were forced to re-open on Monday, through stress of business.

A. Sellers. Fort William, landed a three and a half pound speckled trout, and won the rod and reel offered by Waddington & Buchta, to the person bringing home the largest trout prior to July 1.

A. N. W. Clare, of Clare Bros. & Co., Preston, has returned from a six weeks' trip abroad. Mr. Clare spent a month in Germany, reaching England in time to witness the Coronation procession.

The hardware firm of Devine & Legree, Renfrew, has been dissolved. Matthew Devine, the retiring member, is a well-known citizen of Renfrew. Joseph Legree, who recently went to Renfrew from Calabogie, will continue the business.

At a special meeting of the Waterloo town council, W. G. Weichel, hardwareman, and deputy reeve, was appointed acting mayor until a successor is elected to the late Mayor Graybill. It is stated that Mr. Weichel is the likeliest man for that position. He has resigned the chairmanship of the fire and light committee.

Quebec.

E. B. Ryan, of the sales department of Lewis Bros., is spending his holidays in Toronto.

A. Ouimet, of the staff of the Jas. Walker Co., Ltd., is spending his holidays at Ste. Rose, Que.

Thos. Mortimer, representing Jno. Raybone & Sons, Toronto, called on the Montreal trade this week.

Gardner & Gardner, tinsmiths, Sherbrooke, have dissolved partnership. Omer Gardner is now conducting the shop.

The hardware store of M. Philbin, St. Catherine St., Montreal, will be closed on Saturday afternoons, during July and August, according to an announcement.

A small fire broke out on Monday night in the cellar of the hardware store of Joseph Beaucage, Cote des Neiges, Montreal. It was easily extinguished.

F. Ross Newman and Harry Newman, of Caverhill, Learmont & Co., Montreal, returned from Europe on the steamship "Royal Edward." They had a most pleasant trip, and report that trade conditions across the ocean are excellent.

Geo. Caverhill, of Caverhill, Learmont & Co., and chairman of the Board of Directors of the R. & O. Navigation Co. was one of those who enjoyed the maiden trip of the splendid new R. & O. steamer "Saguenay" this week. Leaving Montreal for the run down the Saguenay River a very enjoyable week was spent away from the city's heat.

Western Provinces.

Clark, Tollock & Co., Watrous, have disposed of their hardware department to R. M. McLeod of Winnipeg.

The Brant Store, Brant, Alta., has been conducting a "Great Slaughter Sale" of hardware, stoves and clothing. The sale started on June 24.

James Allison, of the Fairview Co., had his left arm broken. A weak step in a ladder, which he was mounting, caused his fall.

The plate glass window in the Manitoba Hardware and Lumber Co., Reston, Man., was broken one night last week. A hard missile is supposed to have done the damage.

F. H. Agnew, who has for a number of years been identified with the James Robertson Co., in Winnipeg, was presented by members of the staff with a case of silver on the occasion of his retirement from the service of the company. Mr. Agnew began work with the James Robertson Company more than twenty years ago. He was for a long time on the road as traveling salesman for the company, and for the past ten years has been the buyer and the sales manager. He is now leaving to take an important position with Thomas Black, wholesale building materials.

Maritime Provinces.

There is a movement on foot at Moncton, N.B., to secure a half holiday for the retail clerks.

McDonald's Hardware store, Chatham, N.B., has been conducting a dinner set competition. The coupon drawn was No. 45 but so far the lucky holder has not come forward to claim the set.

One night recently burglars entered the hardware store of S. A. Crowell & Co., Yarmouth, through the skylight in the roof.

The store of Dakin Bros., hardware dealers, Digby, N.S., was broken into and a box cartridges and a small amount of silver taken. Several other stores were entered.

The annual convention of the Maritime Board of Trade, will open at Moncton, N.B., on Wednesday, Aug. 16th. Matters of great importance to the Maritime Provinces will be taken up at this convention, and it is expected that there will be a very large attendance of business men from every part of the provinces by the sea.

VETERAN HARDWAREMAN RETIRES.

The store of James Munro, hardware merchant of Chilliwack, B.C., has been sold to Burton Bros., of Langdenburg, Sask. The new proprietors took possession on July 1, and the store was closed for a short time for stock-taking.

The business is one of the oldest in that section of the city. James Munro started there twenty-one years ago on a very modest scale. He opened first in the tinning and repair business. Step by step the business grew, and gradually new lines were added. The stock increased until a complete assortment of hardware was carried. At the present time a $30,000 stock is carried and the business is one of the largest and most flourishing in Chilliwack.

Mr. Munro is retiring from business and does not intend to engage in any line. He has other financial interests to engage his attention and, as he is Mayor of Chilliwack, the duties of that office will also take up considerable of his time.

Burton Bros. are moving to Chilliwack, and are taking some friends with them. They are aggressive hardwaremen, and will continue the business along progressive lines.

NOTICE TO SUBSCRIBERS.

The Subscription Dept. have recently received a number of complaints from subscribers, stating that their papers are late in arriving. As we are most anxious that our readers should receive their papers promptly, we earnestly request **ALL SUBSCRIBERS CHANGING THEIR ADDRESS** to notify the office promptly. When it is necessary for the Post office to re-address papers considerable time is lost.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 60.

MONTREAL.

Montreal, July 14.—The metal markets have been rather quiet during the week. The weather has possibly had some effect, and anyway it receives a certain amount of blame. But there is a fair business passing locally, and certainly no complaints are heard. The conditions of the markets show but little variation. Tin is still very firm, and from the indications it is likely to be maintained in its present position, if not higher, for some time to come. Copper is steady, and apparently is reaching a better business basis. Spelter is being used up freely, but owing to its price, consumers have been buying practically from hand to mouth. There is nothing specially new in the pig iron situation, and the markets as a whole are quiet but in a healthy condition, as far as local conditions are concerned.

Pig Iron.—Conditions in pig iron are much the same as when last referred to. In the United States during June the production of pig iron showed a decrease while steel manufacturers had an increase in their output. Canadian conditions continue satisfactory. The extremely warm weather interfered to a certain extent of late but on the whole the home business is doing nicely. Prices are unchanged from last week.

Tin.—While it has been claimed that there are indications of the syndicate loosing its grasp of the tin situation, those in close touch feel that they still have control and will continue to maintain it for some time to come. Locally there is nothing new in this market.

Copper.—The copper market has been growing in strength and it is thought that it is being brought gradually to a better business basis. Whether this is an actual fact or not is something of a question, but there has been a better feeling in this market of late, and it is mentioned as being quite strong.

Lead.—With improved conditions in the home lead market as far as production is concerned, there will likely be a curtailment of imported metal and trade will resume its former channel. The market is steady.

Spelter.—Demand for spelter has been steady, but it has been merely for necessary requirements, the local consumerse apparently buying from hand to mouth. The price is unchanged.

Antimony.—There is nothing new in regard to this metal, the market showing no change.

Old Materials.—Business is steady and demand is maintained. Prices are as follows:—Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, July 14, 1911.—It should occasion no surprise to learn that trade in metals is quiet, this week. Most of the metal merchants here are very busy, but this is largely because the vacation season is on, rather than that there is any special rush of orders. Those who remain on duty are dividing up the work of absentees, and they find that there is more than enough to go around.

The tendency is toward a steadiness of prices, and there are no changes to report this week. Considerable satisfaction is expressed, among local metal men, that the iron and steel situation in the United States continues to show improvement. Unfilled orders on hand at the end of June, were much larger than had been expected, and the steel firms are experiencing the unusual sensation of a steady improvement in business during what is normally the dullest month in the year. This situation cannot but reflect favorably upon the Canadian market.

Tin.—The situation in this market is still in the hands of the English syndicate, who show no disposition to release their control. Prices are maintained at the same high level as at our last report, and the chances are that they will do so for an indefinite time. Stocks in the hands of Toronto people are very light.

Antimony.—There is an improvement in the demand and a better trade is being done than for some time past. Prices are unchanged.

Copper.—The expectation of a revival in U.S. consumption of copper has not been realized, but the financial interests behind the copper market are so strong that no downward tendency in prices is to be feared. Consumers are buying supplies for only a short time in advance so that, although local merchants are doing a nice trade, there is nothing spectacular about the market. The same prices are being quoted as last week.

Plates and Sheets.—Very good bookings are reported for import, but shipments from stock are light.

Pig Iron.—Last week's condition still prevails to a large extent although, with the return of cooler weather, the foundries are especially busy, some of them having already booked orders for as many stoves as they can turn out before the opening of the season. Prices still rule as follows: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro' No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland Eo. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—There is a splendid demand, as consumers all have only light stocks on hand. Prices remain steady.

Spelter.—The situation is unchanged and business continues on a very satisfactory basis.

Old Metals.—We are still quoting: Heavy copper and wire, 10½c to 11c; heavy red brass, 7½c; heavy lead, $2.90; light copper and bottoms, 9¾c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1 $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

INCREASED BOOKINGS OF STEEL IN U. S.

Cleveland, O., July 13.—The Iron Trade Review to-day says:—Activity in the iron trade has extended to to the pig iron market, and inquiries for basic are heavier than at any time in more than 18 months, between 60,000 and 75,000 tons being under active negotiation. Heavy tonnage of basic has changed hands recently at very low prices. Some of the larger consumers of foundry grades, including the Westinghouse Electric & Mfg. Co., are negotiating for their forward requirements.

New business and specifications against contracts for finishing materials showed further improvements during the first 10 days of July, despite the fact that this is regarded as one of the dullest months of the year for the steel industry. One large company reports that actual bookings last week exceeded shipments by several thousand tons. On account of the increased bookings, the usual mid-summer idleness of finished mills was of short duration, most of the mills which closed down June 30 having resumed operation. The feeling is now pretty general that there will be a gradual increase in buying in all lines and that the industry will make an excellent showing during the third quarter, as compared with the first and second quarters of this year.

The death took place at Alexandria Bay, N. Y., on Thursday, of Maria Phelp, wife of William Vallance, of Wood, Vallance & Co., Hamilton. The funeral, which is private, is being held to-day (Saturday) from the family residence, 42 Herkimer street, Hamilton, to Hamilton cemetery.

HARDWARE MARKETS

MONTREAL.

Montreal, July 14.—The continued hot spell has helped some lines of business extensively. In some respects also it has curtailed business. It has been said that here and there travelers found retailers who were indisposed to talk business. "Call again when I feel more like talking and doing business," it was said more than once. There is no doubt that the weather cut down the total amount of business, but the new lines or the seasonable goods that were boomed by the heat wave kept business at quite a figure. The houses are all pretty busy. The holiday spirit is more prevalent than usual, which is to be expected, as some are getting away now, and others are eagerly looking forward to their time of departure.

Lawn and Garden Tools.—A fair demand is still felt for lawn and garden tools. The heat made a difference in this department, especially in sprinklers, hose and such accessories.

Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamp, ½ to ¾-in., 25c a doz.; hose couplings, ½ to ¾-in., $1 a doz.; hose sprinklers, ring patterns, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz., and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75c each and upwards. The discount offered is 50 and 50 per cent.

Seasonable Lines.—This was one of the busy departments during the past weeks. Orders for screen doors, refrigerators, ice cream freezers, fans and such goods, were numerous, and in not a few instances stock was exhausted.

Harvest Tools.—There is certainly a good trade passing in this branch of the business. Hay forks, scythes, potato forks, etc., are all selling well. The harvest season is fast approaching, and preparation where it is necessary should not be further delayed.

Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field and garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz.; snaths, 40 p.c. discount.

Household Utensils.—Articles for use during preserving time are now in demand. Graniteware is particularly asked for in the form of kettles of various styles. Preserving jars are also good sellers. Retailers are making many displays of these goods just now.

Some of the prices quoted are: Food choppers, from $9 to $15 a doz; ice cream freezers, 1-qt., $1.50; 2-qt., $1.65; 3-qt., $2.05; 4-qt., $2.50; 6-qt., $3.15; 8-qt., $4; coffee percolators, $1.75 to $3.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set; nickel-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Sporting Goods.—There is a well maintained demand for practically all lines of sporting goods. Repeat orders are coming in nicely, and the total volume of business is good.

TORONTO.

Toronto, July 13.—Business continues brisk and even. The extreme weather has not had any appreciable effect. While it has curtailed trade a trifle in some directions, the loss has been more than made up for by the extra demand for some lines created as a result of the warmth.

The jobbing houses agree that so far this summer, business has been highly satisfactory. It has been well sustained and many lines show a distinct advance over last year. Some goods have seen phenomenal sales and in not a few cases shortages have occurred as a result of the increased demand.

Seasonable Goods.—Screen doors have continued in demand, although they are, by this time, somewhat out of season. The warm weather created more business in such lines than is usually felt at this time. Wire netting, hose and sprinklers also sold well this week though orders received were in all cases small. Retailers are ordering only to fill actual demands. There is still some call for refrigerators but, in the smaller grades, there is no stock in sight to satisfy the demand. "We have a supply coming about the first of September," said one jobber. "A good part of it is already spoken for. We received one order today for eleven to be delivered in September." This late demand is for new houses; in fact, a brisk business is usually done in refrigerators during the fall season. Ice cream freezers have been in steady demand.

Household Goods.—There has been a heavy call for all grades of enamelware. Preserving kettles are still selling briskly. A local house reports the sale today of a very heavy consignment of tubs. "We have been selling about a carload of tubs a week," it was stated. "The demand has been unusually heavy." Woodenware of all kinds has been steadily moving since the summer season set in.

Harvest Tools.—Large orders are now being placed for harvest tools. Stocking orders are being placed in most cases, but some sorting-up demands have already been received, showing that the retail trade has opened briskly. Scythes, hay forks, field and garden hoes, rakes, sickles, etc., are all selling well.

Builders' Hardware.—It is reported that the difficulty in obtaining bricks felt earlier in the season is still experienced to some degree and building operations as a result have been somewhat retarded. There is, nevertheless, a healthy call for all varieties of builders' hardware. The demand from the city has been particularly heavy. It is believed that the volume of business done so far has been in excess of that done during the corresponding period last year.

Heavy Hardware.—All lines are brisk and firm. Bolts, nuts, screws, rivets, nails, etc., are all showing healthy activity, the demand being now large and well sustained. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7⅛.

Stoves and Heating Goods.—A significant statement was made by a local stove manufacturer to-day. "Enough orders are placed now to insure a healthy fall trade in stoves," he said. "The growth of the trade in the West is taking up all surplus production—and a little more." Others report to like effect. Orders have been placed in sufficient bulk to insure the sale of the complete output of the manufacturers. Few orders, of course, are being received for immediate delivery, the great bulk being for shipment in late summer

There is still a good demand for oil and gasoline stoves, and furnaces are now in demand in all sections.

Sporting Goods.—Business is still active. Summer goods are selling and enquiries are starting to arrive for rifles, ammunition and hunters' supplies. Canoes and other aquatic goods are in brisk demand.

OFFERED NOMINATION.

T. S. Hobbs, of the Hobbs Hardware Co., London, has been offered the Liberal nomination for the Dominion seat for London in the next election.

F. Orr Lewis, of Lewis Bros., was expected home from Europe on Friday of this week.

A. A. Bittues, general manager of the Gillette Safety Razor Co., of Canada, is in Rochester this week attending the annual sessions of the Imperial Council of the Mystic Shrine.

The Western Hardware Market Situation

Travelers Off Their Territories for Period of Fairs—Business Accordingly Somewhat Lighter—Some Price Changes Noted.

Winnipeg, July.—Trade in all lines is easier this week owing to the return to the city of practically all the travelers of the leading firms for the annual exhibition, now known as the Canadian Industrial Exhibition. The arrival of the "Knights of the Grip" in the city will of course have an effect on the volume of trade transacted for the next two weeks, as distances are so great in the west that it is hardly worth while returning 500 or 600 miles for a few days only. All that have arrived so far speak very encouragingly of the condition of the country both as regards the growing crop, which is fast reaching maturity owing to the recent warm weather, and as to the hardware and metal trade in general. A good crop this fall will bring about a general clearing off of many back debts, and increased hope to the small retailer.

Harvesting materials have been by far the most active during the week, a sharp drop having taken place in the orders for general summer lines and summer sporting goods. One firm stated to-day that as far as they were concerned, these were over. Orders for fall sporting lines such as guns, rifles and ammunition are arriving and these lines are moving steadily.

Several new quotations will be noticed this week both up and down.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $15

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24 $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe.—¾ in., $3.50; 1 in., $4; 1¼ in., $5.20; 1 in., $7.50; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 40 p.c.; smaller lots, 35 p.c.

Iron Pipe, Black—¼ in., $3; ¼ in., $2.45; ¾ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 9c.

Sheet Zinc — Casks, $8.25; broken lots, $8.75.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $26 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $13.50; ½ box, $8; I. X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c extra; bright iron $3.20 base; brass spring wire, base, 23c; plain galvanized iron, Nos. 6, 7 and 8, $3.50; No. 9, $2.90; 10, $3.60; No. 11, $3.70; No. 12, $3.10; No. 13, $3.40; No. 14, $4.25.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

With the prospects of a good crop becoming brighter every day, the linseed oil market has at last taken another decline. A drop of 5c per gal., both raw and boiled, is reported this week. Stocks are of fair size and unless anything turns up to hurt the new crop a declining market is looked for. Present prices are $1.15 per 9 lbs. for raw, and $1.18 per 9 lbs. for boiled.

Turpentine is still steady and the demand firm at 85c. per gal. in barrels and 95c in small lots.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rock, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

PETITION AGAINST EARLY CLOSING LAW.

St. John, N.B.—There is still no settlement of the matter of the early closing by-law recently enacted by the Common Council. A meeting of the latter body was held this week, and a delegation of merchants appeared before them asking for a hearing in protest of the law, but were told to come back next week when a special meeting will be held to consider the matter. Meanwhile, there are a number of decisions pending in the police court where reports have been made against certain dealers for not complying with the law compelling them to close at 7 o'clock. A petition is to be presented at next week's meeting, signed by 400 citizens, many of them merchants, protesting against the enactment.

An organization meeting of the "Canada Nail and Wire Co." was held this week when the following were elected directors: E. C. Elkin, S. E. Elkin, and J. R. Johnson. S. E. Elkin was chosen president, E. C. Elkin, vice-president, G. N. Johnson, secretary, and C. Nixon, treasurer.

Methods of Retailing Paints and Varnishes

Relation of Paints to House Furnishing

Building Up Paint Department by Featuring Allied Lines—Wall Paper and Glass Have Helped Sell Paints — Experience Of One Successful Hardwareman.

Evidence is certainly not wanting to show that the hardware dealer who desires to build up his paint department should not depend upon it alone. This does not mean that any other lines are necessary, but to acquire the greatest measure of success it seems advisable to carry several allied lines.

A representative of Hardware and Metal had this point demonstrated to him recently on a visit to the store of F. Martineau, St. Catherine St. East, Montreal.

Paint, Wall Paper and Glass.

Upon entering this store there are three departments practically within easy access of each other. One is the paint department, near it is glass and across the double store is a wall paper department. It has been stated in these columns many times that these three lines are closely related and the hardware men themselves are aware of this fact. Joseph Martineau, the buyer for this firm and the son of the late proprietor, stated that the three lines went well together. It often happens, he remarked, that the painter is also a paper hanger, and does whitewashing, and also looks after the glazing of windows. In other cases the work is more divided but at any rate there is a correlation of these trades that makes it worth while to the hardware dealer to cater to the wants of these tradesmen.

The Paint Department.

Speaking of the paint business alone, Mr. Martineau said that their policy was to carry only one manufacturer's brands. They did not adhere absolutely to this principle for they carried two prominent lines and found that it was easier to sell paint in this way. This spring, trade was very good and even yet there is a fair demand with the autumn and fall coming along to create another demand.

Getting the Painters.

One method followed, is to depend upon the painters who deal with this store. This proved specially desirable when wall paper is carried. The contracts secured by the painter will be filled at the store. It is well known that the painter gets a contract in the most cases for painting and papering and also for whatever graining and staining there is to be done. It will be seen therefore that a goodly number of painters leaving their trade with a particular store is certainly a decided asset. Of course there is the extensive trade that does not come through the painters, but the other forms a solid basis upon which to build up the whole demand.

Where Wall Paper Comes In.

Mr. Martineau in referring to the wall paper department stated that they carried paper which ranged widely both in price and quality. It was not difficult to handle, once the business was understood and there certainly were several seasons, he stated, when the demand is heavy. The methods of shelving and displaying, and the talking points about wall paper are soon acquired by the bright salesman. But the main point brought out is that of carrying the goods which sell together. The drygoods man sells collars as well as shirts for they both combine to decorate the individual. On the same principle is it anything more than what might be expected to have paint and paper in the one store? They combine to decorate the house. It is not only logical but it has been proved to be practical and profitable.

As to Glass.

Glass is natural to the trade and is extensively carried. It likewise fits in with paint and wall paper. In the Martineau store the compartments for the different sizes in the glass department are numerous and well arranged. There are many reasons for urging or at least for impressing upon the trade the fact that one article helps to sell any other that is closely allied to it. There are more examples to prove this idea than that of paint, oils, wall paper and glass. But more of that anon.

Graniteware Considered.

Passing from the paint department to where wall paper is sold in the Martineau store, one passes the graniteware section. Mr. Martineau realizes the value of both wall paper and graniteware as attractions to women, and hence they are given some prominence.

"We carry only the first quality graniteware," Mr. Martineau remarked. "We do find customers who tell us about the goods they can buy in the department stores for less money, but when we point out to them the difference in quality the most of them follow our advice and leave the cheaper goods where they belong. I have told those who speak so, that we could carry a second aod even third quality but we were looking after the interests of our customers and did not feel that they would welcome into their homes graniteware of this kind. Talk like this will generally win them around. Besides if you carry the goods of a reputable house and the woman remembers it she will want to buy more of that kind of goods and it is easier to sell."

House Furnishing.

Mr. Martineau mentioned the desirability of having many women customers. There are so many articles of a household nature carried in the average hardware store that women must be a large percentage of the visitors. Graniteware is one department in itself. Then there are carpet sweepers, washing machines and wringers, electric irons, stoves and so on down a long list. This trade in household goods should not be overlooked. It is readily appreciated that wall paper, paints and brushes may be considered under this heading and the manner in which one department may be made to help another is quite an important consideration.

TAKE POSSESSION IN SEPTEMBER.

Lowe Bros. Company, who, as recently announced, are to become a factor in the Canadian paint trade, are preparing to formally enter the field in September.

A Hardware and Metal representative who called at the company's head office in Dayton, Ohio, was informed that this was the date set for them to take possession of their Canadian business. It will be necessary for them to erect a new plant, which is expected to be ready by November.

Definite announcement of the exact site of the plant has not yet been made, although it will be located in Toronto. Several sites are under consideration, and the negotiations which are now being carried on, are likely to be consummated in the near future.

How One Dealer Improved Paint Demand

Managed to Convince His Customers That the Price of Paint Was Reasonable—Window Displays Have Kept the Demand Steady Right up to the Present.

"The paint business has been good and brisk," declared a retail dealer the other day, "but early in the season, it did not promise very well."

"You see," he continued, "most people thought that prepared paints were high in the spring and I for one found it hard to sell at first. Some held off from buying, expecting to see a slump in the price. Others decided to buy linseed oil and turpentine and make their own paint. They did not keep that up very long, however.

"One painter bought a supply from me early in the spring. He was staggered at the price of oil and turps but he went ahead anyway. A week afterward he came back and told me that he had figured it out and had found that it was cheaper to buy the paint ready mixed. He has been doing so ever since.

"This gave me an idea and I arranged a window display, showing a can of ready mixed and a card with the price attached. Next to that, I placed a can of paint which I had mixed myself and over it placed a card with the price of the ingredients marked upon it. This was at the time that turpentine and oil were both breaking the altitude record and consequently the figures on the two cards were highly favorable to the ready mixed variety. This comparison had the desired effect for many men who had previously refused to buy the prepared paints, came around and bought a supply. Business has been moving along in nice volume ever since."

"How about those who refused to buy in the hope of lower prices later?" he was asked.

"It was not hard to convince them that they were foolish to hold off. I studied up the price question and prepared a list of the advances made in other lines. I got the price of beefsteak, of pork, of clothing, of building material and then I got the prices ten years ago. The advance in each case was truly remarkable. Then at the bottom of the list I gave the price of paint and the advance was certainly not nearly as large as in the case of the other things. If any customers came in and started to talk about the price of paint, or in any way gave me an opening, I promptly sprung these figures. To back them up, I showed the price of paint ingredients and pointed out that it was useless to expect the price of paint to go down when the cost of making paint was going up by leaps and bounds all the time. I made quite a number of converts that way and, as a result, found that they were always ready to buy paint without further delay."

This dealer has continued to give a certain amount of window space up to paint all summer and has found that business has continued more steadily than at any previous stage of his business experience.

Arsenate of Lead

Facts About Insect Destroyer That is Gaining in Popularity—Unusually Dry Season Has Created Big Demand — Customers Should be Cautioned as to Its Poisonous Nature.

The extremely hot and dry weather which has been experienced in the eastern part of Canada this summer, has resulted in a very heavy demand for insect destroyers, in order to protect trees, shrubs and vines. In some cases the chemicals which have been in use for this purpose during many years past, have not produced the same results as usual, and the public have been looking around for some new article which might prove more effective in meeting this year's conditions.

This will account for the ready sale which has been found for Arsenate of Lead, an insect destroyer practically new to the trade this year.

Uses of the Chemical.

Arsenate of lead is a useful article for all who wage war against leaf eating insects and parasites which thrive upon the products of our fruit trees, berry bushes, orchards and gardens generally. The application of arsenate of lead has quickly come into general use at a comparatively recent date and the hardware trade, especially in the fruit growing districts, will do well to see that their stocks are well assorted to meet the requirements of purchasers throughout the season.

Careful tests have been made which show that the action of the arsenate of lead is most destructive to the pests, and, consequently, beneficial to the gardener or husbandman. Its general employment is apparently only a matter of a very short time.

Arsenate of lead will not replace Paris green, which is so well understood in its application to the potato vine, but will prove a valuable complementary aid to this popular destroyer of the farmer's foes.

Directions for Using.

The arsenate of lead is used in the proportion of 2 lbs. of the chemical to fifty gallons of water, and it is sprayed upon the plants or leaves, preferably in the evening. For spraying the potato vine a whisk, or watering can with a fine nozzle, may be used, but for large acreage or for fruit and trees which are over head it would be better to buy a spraying machine and attach it to the barrel containing the diluted mixture.

Innocent Looking, But Poisonous.

Arsenate of lead is white in color, and has a very innocent appearance. It is, however, highly poisonous, and it is important that dealers should caution their customers to keep it out of the reach of children. This chemical is made in Canada, and may be procured through the regular jobbers.

BUSINESS NOT INTERRUPTED.

The Martin-Senour Co., whose Montreal factory was damaged by fire last week, report that business is again going on as usual, and none of their customers have been inconvenienced.

The fire, which broke out at 11.40 a.m. on July 2nd, was discovered by the watchman on the fourth floor, and a first and second alarm were immediately sent in. Through the able and courageous work of the Montreal Fire Department it was speedily under control, the principal loss resulting from water which did considerable damage to printed matter, such as labels and advertising matter.

There will be no delay whatever in the execution of orders, and the equipment is again in full operation.

IMPROVING EVERY ISSUE.

Your paper is improving with every issue, and has some excellent reading in it. I would not be without it for a good deal.

W. Glassford,
Beaverton, Ont.

The ML Paint Plan Makes More Money for Paint Dealers

M-L Paint

A great assortment of shades perfectly mixed and ready for use by any buyer. Best protection, easiest applied, least troublesome for your customer. He "does a good job" and your sales get the benefit. Extra large covering capacity.

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M-L Floorglaze

A heel-proof, water resisting floor finish that may also be used as a self-varnishing outdoor paint. Double service—double sales—double profit. The kind that we advertise so largely.

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M-L Elastilite

Free flowing scratch-proof flexible varnish of high lustre—saves the troubles of ordinary varnishing. Best and easiest way to protect your customer who wants a fine job. Carry this advertised line.

WRITE FOR PRICE LISTS, SAMPLES, SHADES AND OUR DEALER PROPOSITION

Imperial Varnish & Color Co., Limited

108 PRINCESS STREET WINNIPEG — 6-24 MORSE ST., TORONTO — 524 BEATTY STREET VANCOUVER, B C.



A Word to the Wise

TRADE MARK — MINERVA

is sufficient. A word to you, Mr. Dealer, about

MINERVA

Paints and Varnishes



should be the same thing. We assume that you have secured an enviable reputation by handling honest goods and by employing honest methods. Here's a new paint and varnish being manufactured in Canada. The Pinchin-Johnson Company, of London, England, have been manufacturing Minerva brand for 76 years. The quality of their product is unquestioned. The ingredients of their paints and varnishes are the purest and best obtainable. The manufacturing process is scientific—the machinery in our big, new Canadian factory is thoroughly modern and up-to-date. Large railroad and steamship companies and prominent decorators all over the world use this brand.

It's an attractive proposition for you from every side — reputation and profit. Make Minerva brand your headliner. Write to-day for information and dealers' price list.

PINCHIN, JOHNSON & CO. (Canada), Limited

Established in England in 1834. — 377-387 Carlaw Ave., Toronto, Ont.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 14.—The heat of the past two weeks has not been an asset to the paint and old trade. Travelers frequently found retailers peevish, customers were also irritable and the tendency was to avoid work. In this way the paint trade did not profit greatly from the weather's prescriptions. Those who manufacture insecticides report a renewed demand. Arsenate of lead is moving fairly well and there has been an exceedingly heavy call for Paris green from Quebec and the Maritime Provinces, and it is with great difficulty that peremptory orders to ship have been met. The Ontario demand has evidently subsided, the potato bug evidently being like Sherman, marching to the sea.

Linseed Oil.—Quietness prevails in the linseed oil market and quotations are rather firm. The excitement that has characterised this article for some time past seems to have subsided. Probably it is only the effect of the weather. Prices are unchanged, raw per gal., $1.01, boiled $1.04.

Turpentine.—Warm weather such as has been experienced of late is not any too good for turpentine. The market has been rather dull of late, and there is no great effort to encourage heavy shipments. However, at the present figure turpentine is considered a fair purchase far present supplies and forward demand. The price is unchanged at 75c. Manufacturers report fairly generous shipments.

Varnishes.—Encouraged by the easier tendency in turpentine, varnish manufacturers are stocking moderately and while for immediate shipment the market is rather lax still there are some good orders being booked.

Paris Green.—It might be pointed out to buyers that there is a total absence of Paris green in 1-lb. packages in tins or paper. Quotations are made just the same for the sake of uniformity. The demand of late has been exceedingly heavy from Quebec and the Maritime Provinces, one result being the fact that the market is bare of Paris green in the smaller packages. Prices are as follows with something of an upward tendency:—In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c; 50-lb. and 100-lb. drums, 18¼c; 25-lb. and 100-lb. drums, 18⅜c; 1-lb. ipackets, 100 lbs. in case, 20¼c per lb.; 1-lb. packets, 50 lbs. in case, 20¾c per lb.; ½-lb. packets, 100 lbs. in case, 22¼c per lb.; 1-lb. tins, 100 lbs. in case, 21½c per lb.

Arsenate of Lead. —The demand is spasmodic and as the article is but little known dealers are buying lightly it would seem. Prices are unchanged as follows:—In bbls., about 800 lbs., 9c; in half-bbls., about 400 lbs., 9½c; in 25-lb. wooden kegs, 10c; 5-lb. bottles, 12c; in 2-lb. bottles, 13c; in 1-lb. bottles, 14c.

Putty.—Demand for putty is fairly well maintained. Prices are steady as follows:—Bulk, bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

White Lead.—There is nothing new to report in regard to white lead. The amount of business done is considerable for this time of the year.—Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b. Montreal.

TORONTO.

Toronto, July 13.—Although some jobbers complain of a slackening of business during the past few days, others speak of present conditions as quite satisfactory. "We have found business well sustained right along so far," said one man. At any rate, there has been no sign yet of the "July slump." There is generally a falling off in trade during the middle of summer and this temporary slackness has been called the July slump. From present indications, this condition is not likely to assert itself this year.

Prices have been firm during the past week but a few minor changes are noted.

Linseed Oil.—No change has been recorded this week, the prices quoted being $1.05 for raw and $1.08 for boiled. Nevertheless, rumors, of a contradictory nature have been going around. For instance, it was asserted that oil has gone as low as 91.01 and $1.02 for raw, but no jobbers were offering at that figure. The facts seemed rather to point to an increase. The price in England has been steadily advancing by slow degrees, an increase of 8d. having been made to-day. While this has not yet affected local prices, it is exercising some influence. "From some quarters in Great Britain it is stated that supplies are scarce," said one jobber, "and not quite equal to the demand. Other points say that owing to the coronation business has been very dull. As regards the supply of seed there does not appear to be anything offering in the British market to indicate that the crop in India is sufficiently large to reduce the price, and for Canada there seems no possibility of new supplies until seed comes forward from the Western Provinces."

Turpentine.—Some doubt is expressed as to the future of turpentine. It is still claimed at Savannah and Jacksonville that the present prices are lower than had been anticipated and that there will soon be some advance, the condition of supplies does not bear this out. From the quantity now in store, it rather looks as though the supply during the rest of the present month and August is going to be considerably in excess of the demand. An unusual accumulation is taking place at present and, during the past week there has been something like 5,000 barrels added to the present stock. It is, therefore, not at all improbable that a further small reduction may result.

Locally, the situation has been the same. No price change has taken place, the figure quoted being 75 cents.

Rosin.—The rosin market is, perhaps, easier to control and the storage expense is not as heavy as in the case of turpentine. Consequently, less difficulty is experienced in maintaining the price of rosin and, while it looks as if common rosins might become cheaper in the near future, it is quite possible that the speculators may be able to control the accumulations of rosin, so as to keep up the prices until the season is nearly over in the hope of a demand later.

Putty.—There is a consistent demand for all grades at present. Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.29; bladder, in barrels, $3.

White Lead.—The demand has grown to heavy proportions. The price remains steady and there is no evidence of a reduction, either in the present or the future.

Red Lead.—The jobbers report a fairly good demand and are quoting 4¾ cents in 100-lb. lots. There is a satisfactory volume of business ahead.

Prepared Paints.—Although some houses state that there has been a slower call during the past two weeks, general opinion inclines to take a more satisfactory view of the situation. Plenty of sorting-up orders are being received and the general volume of business is good.

Varnishes anb Japans.—Conditions are still active and there is a good call for all lines. The best grades are said to be selling exceptionally well.

Glass.—A good percentage of the business beiog done by the jobbing houses is in glass. It is too close to the placing of import orders for business to be very heavy but small orders are coming in steadily.

Petroleum.—There is a heavy demand. Prices are down a cent, present quotations being: Sarnia prime white, 11½c; American water white family safety, 13c; Pratt's Astral, 14½c.



"Suggestion Book"—A twenty-four page booklet of fine-colored prints of harmonious color schemes for interiors and exteriors.

¶ The mission of paint is to beautify and protect.

¶ The mission of the "Suggestion Book" is to meet the request made of us by customers all over the Dominion for suggestions for harmonious color combinations.

¶ This book enables agents for B.-H. "English" Paint to advise their customers regarding colors for home decorations and to show prospective customers how various color combinations would appear on buildings of different architectural designs.

¶ Any enterprising merchant anywhere will have a permanent profitable paint department with B.-H. "English" Paint and B.-H. selling helps.

¶ If there is no B.-H. "English" Paint agency in your town, write our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25.

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 55c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 8c. per lb.

Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A" 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron..	18 25	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special	25 00	..
Carron, soft	..	..
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock	..	22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	..
Ferro Nickel pig iron (Soo)	..	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	..	27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	..
Cammell Laird	..	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	..
Silver tool steel	0 12½	..

COLD ROLLED SHAFTING

9-16 to 11-16 inch	..	0 06
¾ to 1 7-16 "	..	0 05½
1 7-16 to 3 "	..	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

'Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 75
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft.	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	7 50	7 50
Part casks	8 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $48 00 49 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	..	2 45
Galvanized, plain twist	..	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	..	2 85
Plain	..	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	..	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)	..	0 07
Litharge, ground	..	0 05
" flaked	..	0 05½
Green copperas (green vitrol)	..	0 01
Sugar of Lead	..	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	..	0 09
Chrome yellow, pure	..	0 18
Golden ochre, pure	..	0 11
French ochre, pure	..	0 09
Chrome green, pure	..	0 11
French permanent green, pure	..	0 15
Signwriters' black, pure	..	0 17
Marine black, 25 lb irons	..	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	..	0 10
German common sheet	..	0 10
German prima	..	0 15
White pigsfoot	0 15	0 20
Brantford medal	..	0 10
" golden medal	..	0 11
" brown sheet	..	0 10
" golden sheet	..	0 13
" gelatine	..	0 22
" white gelatine	..	0 20
" white glue	..	0 12
" 100 flake	0 10	0 11

Perfection amber ground, No. 1230		0 13
Ground glues at same prices.		
Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.		

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE

In bbls	..	0 90

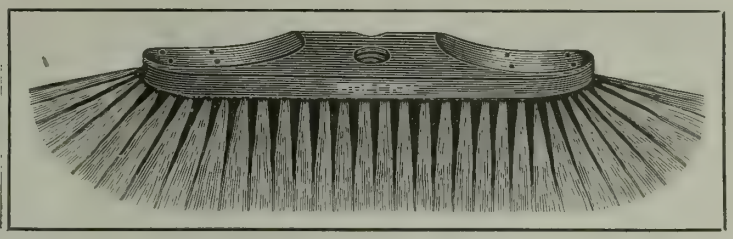
PIGMENTS.

Orange Mineral, casks	..	0 09
" 100-lb. kegs	..	0 09½

PREPARED PAINTS.

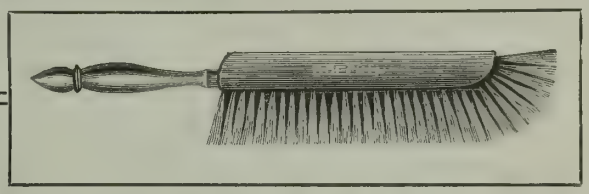
	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75
Globe house paint (Windsor)	2 00
"New Era" house paint (Windsor).	1 60
Benj. Moore Co.'s "Egyptian" Brd	1 85
Moore's pure linseed oil, H.C.	1 50
Brandram-Henderson's "English."	1 65
Ramsay's paints, pure	1 95
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	1 30
Senour's floor paints	2 00
Maple Leaf Paint (Imp. V. & C. Co)	1 60

Hair Floor Brooms



and Bannister Brushes





BOECKH'S BRUSHES and BROOMS

have for years embodied all the leading features that go to make up in their combination goods that are perfect, as regards quality, durability and finish.

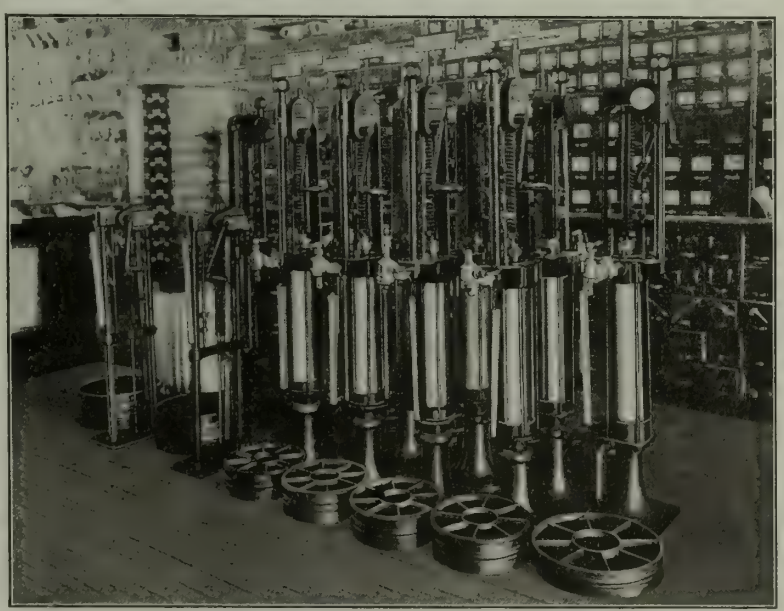
The dealer who is not handling "BOECKH'S" is missing an opportunity of getting and holding the best class of trade which only a reliable article can secure for him. Let us have your enquiry now.

The BOECKH BROS. COMPANY, Ltd., Toronto, Canada

OFFICES:—80 York Street. FACTORIES:—158 to 168 Adelaide St. W.

This cut is reproduced from a photograph of a Bowser System installed for Geo. W. Ecclestone, Bracebridge, Ontario.

We will reproduce another installation in the next issue of this magazine.



This system handles

Boiled Linseed
Raw Linseed
Turpentine
Machine
Engine
Castor
Cylinder
Separator
Gas Engine and
Fly Oil

No evaporation nor waste.

A Profitable Way to Handle Paint Oils

Do you know that paint oils can be handled without waste? The Bowser System does away with measures and funnels. They measure the oil, count the gallons pumped and show the money charged for it.

They put every cent of paint oil profit in your pocket. They are safe, space saving, clean and profitable. They buy themselves by their saving. Don't spend your money, **invest** it in a Bowser. Ask for catalogue No. 1 N, it's FREE.

S. F. BOWSER & CO., LTD., 66-68 Fraser Ave., TORONTO

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U.S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 75	0 78
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil. raw.	1 01	1 07
" " boiled	1 04	1 10
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Granitine floor finish	2 25
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	6 00	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B.B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2 " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ¾ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ¾ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ¾ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7
Nuts, square, all sizes, 4½c per lb. off.	
Nuts, hexagon, all sizes, 4½c per lb off.	
Stove rods, per lb., 5½ to 6c	
Stove Bolts 80.	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	5 50	

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts				3 30
3 "	"	"		4 00
4 "	"	"		5 28
5 "	"	"		7 26
6 "	"	"		8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths		2 90
10 " " "		3 15
12 " " "		3 68
15 " " "		5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FURIES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	5 05
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch per gross		9 00
" " ½ " "		10 00
" " ⅜ " "		12 00
Leather, 1-inch per doz.		4 00
Leather, 1¼ " "		5 20
Web		2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 55 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 0
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
¾ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

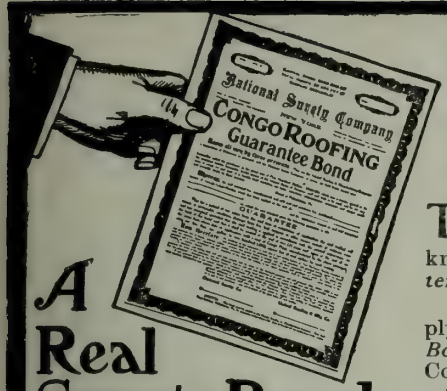
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.



A Real Surety Bond

CONGO ROOFING

THE owner of a building covered with Congo has the satisfaction of knowing that his roof is *guaranteed for ten years.*

In each roll of Congo 2 ply and 3 ply is a *genuine legally binding Surety Bond* issued by the National Surety Company of New York.

This year we will guarantee thousands of roofs to *last till 1921.*

Guaranteed Until 1921

Of course we are not going to lose—we are offering a sure thing. We know Congo will last *more* than ten years. One thing the guarantee forces upon us: it makes us extremely careful in manufacturing.

We provide, free of charge, *galvanized* iron caps which are rust proof and will last as long as the roofing.

Send for free copy of our Guarantee Bond, a sample of Congo Roofing and further information.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

The Roofing House of Canada!

2 & 3-ply
Ready Roofing
"Black Diamond" Tarred Felt
"Joliette" & "Cyclone"
Sheathing

"The House cool in Summer, and warm in Winter."

That's the line of talk that never fails to sell our Building Papers and Roofings.

They are guaranteed to be made of finest quality materials, to withstand all kinds of climates, and to be easily laid by any ordinary workman.

We also make all kinds of Wrapping Papers.

Alex. McArthur & Co.,
Limited,
82 McGill Street,
Montreal

Western Agent:
F. J. Cox,
Winnipeg

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY — TORONTO

HEINISCH TAILOR SHEARS

Perfectly Finished—Correctly Tempered—Keen Cutting Edge

Best Quality Japan Highest Quality Materials and Workmanship



ALL JOBBERS STOCK THEM

:: :: We also make :: ::

SCISSORS, TRIMMERS, TINNER SNIPS

The Best that can be Made

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enameled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" " wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 50
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast	per doz.	5 75
Lift Tubular and Hinge Plain,	"	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 30
1¾ inch	2 95
1½—1¾ inch	2 70
2—2½ inch	2 60
2½—2¾ inch	2 45
3—3½ inch	2 40
3½—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
" ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb	0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 40; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Miomac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 82 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks	"	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 22
7-inch	"	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TOWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

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TINNERS TRIMMINGS

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Hawley & Norton, 40, 10 and 5 per cent.
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Oneida Jump (Star), 50, 10 and 5 per cent.

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	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
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VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

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Tubular steel whiffletrees, 28 in		0 70
" " " 34 in		1 00
" " " 36 in		1 25
" " neckyokes, 36 in		1 05
" " doubletrees, 40 in		0 95
" " lumbermens, 44 in		1 15

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Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Paint Brushes, Automatic
Standard Automatic Mfg. Co., New York

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Pig Iron
Steel Co. of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont
John Lysaght, Ltd., Bristol, Newport and Montreal

Pumps
Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont.

Putty
Steel Co. of Canada, Limited, Hamilton

R.R. Angle Bars
Steel Co. of Canada, Limited, Hamilton

R.R. Axles
Steel Co. of Canada, Limited, Hamilton

Razors.
Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Canadian Ferrosteel Co., Bridgeburg, Can

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal
Sherbrooke Scale Co., Sherbrooke, Que

Screws, Nuts, Bolts
Steel Co. of Canada, Limited, Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Spikes, Railway, Ship or Pressed
Steel Co. of Canada, Limited, Hamilton

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Staples
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, P

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

Stencils
McClary's, London, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co. Galt, Ont.
Finlay Bros. & Co., Carleton Place
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks
The Steel Co. of Canada, Ltd , Hamilton
U.S, Steel Products Co., Montreal

Tapes
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tie Plates
Steel Co. of Canada, Limited, Hamilton

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Timber Jacks
Trewhella Bros., Birmingham, Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
Berry Bros., Limited, Walkerville, Ont.
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Vises
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Washers
Steel Co. of Canada, Limited, Hamilton

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire—Iron, Steel, Brass and Copper.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
Jas. Steele Limited, Guelph, Ont

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Cochran Pipe Wrench Co.



The above cut illustrates our complete plant, showing the new addition just finished.

WE LEAD THE WORLD

The ever-increasing demand for

BEAR BRAND LAMP BLACKS

has necessitated this increase in our manufacturing facilities, as shown in the figures below:

	CAPACITY
1902 - - -	3,000,000 pounds
1905 - - -	6,000,000 "
1911 - - -	10,000,000 "

Our growth is entirely due to the consistent high quality and absolute uniformity and purity of our products, together with the courteous treatment always extended to our customers.

If you are not using OUR BLACKS, write us and we will submit samples and prices which will save you money and secure your orders.



WILCKES MARTIN WILCKES CO.

The Largest Makers of Fine Lamp Blacks in the World.

Office, 135 William Street - - - New York

Factory, Camden, N.J.

CANADIAN AGENTS — E. FIELDING, 34 Yonge Street, Toronto, Ont.
FRANCIS HANKIN, & CO., 230 Coristine Bldg., Montreal, Que.

HOBBS

We have forged a Five-link HOBBS Chain binding Four Branches with our European GLASS Purchasing Centre, Antwerp.

MONTREAL — TORONTO — ANTWERP — LONDON — WINNIPEG

GLASS

Our four branches carry large and complete stocks of GLASS of every description for building purposes.

WRITE US AT ONCE.

The Hobbs Manufacturing Company, Limited

LONDON TORONTO WINNIPEG MONTREAL

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer.

RATES—2c per word first insertion.
1c per word subsequent insertion.
5c additional each insertion when Box Number is required.

BUSINESS CHANCES

FOR SALE—Hardware, heating and plumbing business in live town. Stock small. Owner wants to go West. Box 515, HARDWARE AND METAL, Toronto. (24tf)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE — Old established hardware and coal business. Or, one of present proprietors would take partner with some capital. Box 204, Iroquois, Ontario. (27)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

WANTED—Five to six thousand dollar hardware business in first-class Ontario town in exchange for first-class quarter wheat land in Saskatchewan. Box 522, HARDWARE AND METAL, Toronto. (28)

SHEET METAL PATTERN DRAWING

BY the ordinary method of learning by experience only it takes a tinsmith from 5 to 10 years to learn how to draw patterns for everything in sheet metal work, discover the easiest and quickest ways of doing things and learn how to estimate on work. The lack of this knowledge costs him many hundreds and even thousands of dollars in lost wages or profits. Ask any old tinsmith if this is not so. They did not have your chance of getting a cheap practical course in Pattern Drawing, Construction and Estimating. Our course gives you this knowledge and, studied in connection with your everyday work, it learns you more in six months than the old method would learn you in a lifetime. For the month of July only we offer this complete Course for $10 cash. Send for full particulars. This offer closes Aug. 1st. Address THE SHEET METAL SCHOOL, Box 419, Galt, Ont. (30)

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TRY A CONDENSED AD.

IN THIS PAPER.

SITUATIONS VACANT

HARDWARE CLERK. Highest wages to man of experience and reliability. T. E. HENDERSHOT, Mount Forest. (28)

WANTED—Hardware clerk, must have experience. State salary expected. Apply to John Dufty, Broadview, Sask. (30)

WANTED—Hardware clerk, experienced, good stock keeper Give references and state wages. Apply to W. J. HEARD, Fenelon Falls, Ont. (29)

GOOD position for experienced hardwareman who could write advertisements and get up attractive circulars and booklets. State fully experience, age and salary expected. Will keep strictly confidential. Box H, Montreal Que. (tf)

WANTED—Man capable of doing plumbing and tinsmithing. Will pay $25 per week for good capable man. Write, giving full particulars, to H. W. STOREY, Camrose, Alta. (30)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

SITUATIONS VACANT

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto (24tf)

HARDWARE SALESMAN

with A1 connection in Great Britain, going there for six months, wishes to handle Canadian Hardware.

Address Commission
c/o HARDWARE & METAL,
(29) Montreal.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

Moore's Sani-Flat

is a flat-drying oil paint, specially recommended for Wall Painting, Woodwork, Furniture, Steel Ceilings, Burlap and for all classes of interior decorating.

It produces that desired dead flat finish, having the soft, velvety effect of water color, combined with the advantages of being washable and durable as oil paint.

Easy to apply, sets slowly and covers perfectly without showing laps or brush marks.

Saniflat is unfading and covers fifty per cent. more to the gallon than ordinary oil paint.

Write Us for Details and Prices.



Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO

SOME OTHER LEADERS IN THE FAMOUS MOORE LINE ARE:—

MURESCO
IMPERVO FINISHES
MOORAMEL
TILE-LIKE
HOUSE COLORS
FLOOR PAINT

PLYMOUTH ROPE

Do you wish to please your customers?

It sometimes takes only a small thing to do it. Try this way: simply stock and offer them a thoroughly first-class brand of rope. We suggest

PLYMOUTH ROPE
"The Rope You Can Trust"

PLYMOUTH rope is made in one grade only, and we take pride in making that the best in the world.

PLYMOUTH Manila is what your trade needs for wear and long service. It won't wear out like common cheap rope.

PLYMOUTH Sisal rope is made in the same workmanlike manner as PLYMOUTH Manila, and is better than the second-quality Manila rope being offered to the trade.

Write for folder, "The Rope You Can Trust."

Ask your Jobber for PLYMOUTH.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

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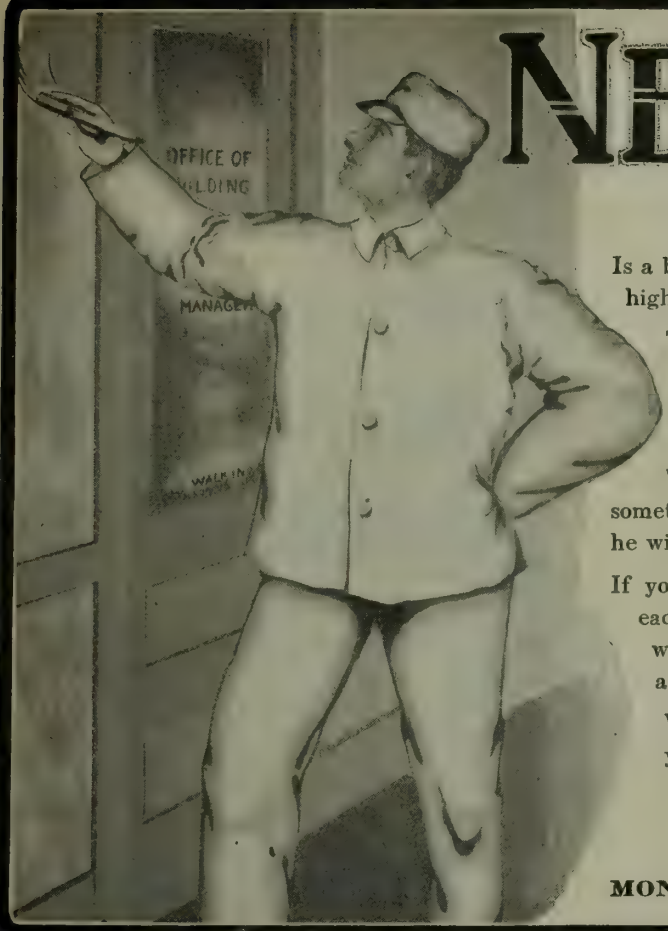
Ask your Jobber for PLYMOUTH.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER



NEU-TONE

An Artistic, Flat, Washable, Wall Finish.

Is a bonanza for the paint dealer; it opens an entirely new and highly profitable field for the paint store.

The out-of-date custom of finishing walls with Kalsomine or Wallpaper leaves little chance for profit to the dealer, in addition the non-permanent qualities of these finishes unjustly reflect discredit on the dealer who sells them.

When a man finishes his walls he expects them to last for sometime; naturally at the first appearance of spots or mars he will censure the dealer.

If you carry Neu-tone there will be satisfaction resulting from each sale when your customers see the ease with which their walls can be cleaned with soap and water. It's a big seller, and a sure repeater. The profits are steady.

We have a Neu-tone proposition open for you. Just advise us your name and address — we will tell you the rest.

The Martin-Senour Co., Limited

Pioneers of Pure Paint

MONTREAL CHICAGO

Goods of Quality Will Sell Themselves

If ever a man has used Dougall varnish he will ask for that brand whenever he needs varnish again.

If you sold him the first Dougall varnish that he used it will be to you that he comes with his repeat orders.

Why not recommend Dougall varnish? There is no varnish in the market that can give the same satisfaction. Our plant is thoroughly up-to-date; our workmen are the most experienced that it is possible to obtain; and our method of manufacture is second to none.

Don't recommend a cheap varnish that will crack and peel off after a short space of time. Recommend Dougall's and win the goodwill of your customers.

THE DOUGALL VARNISH COMPANY, LIMITED

J. S. N. DOUGALL, President

MONTREAL - CANADA

Associated with Murphy Varnish Co., U.S.A.

"THE VARNISH THAT LASTS LONGEST"

Leeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE
From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

Roofers' Supplies

220 KING STREET WEST

TORONTO

AGENTS WANTED.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Special
Prices
on
Application

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or--GEO. H. SAYWELL, SASKATOON

Build up a trade on **the repeat order** basis by recommending

"International" Varnish Products

A majority of Hardware Dealers *are* doing that.

Don't take it on our say-so, but *investigate* for yourself.

And you will find out that a *big percentage* of Canadian Hardware Merchants *feature* "International" Products.

There are *more than a few reasons* why they should. Take

ELASTICA

for instance—the floor finish that's practically imperishable. The only truly elastic finish on the market—the finish that wears like nickel steel.

Elastica does not mar, scratch, white or spot. It dries dust free in four to six hours and hardens over night.

Elastica Nos. 1 and 2 are used for Exterior and Interior work respectively.

Let us know your varnish and finish requirements and we'll give you solid reasons why you should always specify International Products.

All International Products are sold in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A24



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively





This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

---



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

THE EXHIBITION TRIP

will not be complete without a visit to our new plant. The largest, best equipped and most up-to-date in Western Canada.

Take a St. Boniface car to the end of the line. Turn to your right and you will find us.

See our Exhibit at the grounds in the South Industrial Building.

WINNIPEG CEILING & ROOFING CO.

P.O. BOX 2186 WINNIPEG, MAN.

NEW ERA PAINT

Always Gives Satisfaction.

The large demand for New Era Paint is the result of its high quality.

It is unequalled as a surface-coverer.

It is in good condition when sold, and it stays in good condition—that is why it is so popular with both the retailer and his customer.

Standard Paint & Varnish Works Co.

WINDSOR LIMITED ONTARIO

Carbon Black Elastic Paint

A SPECIAL ROOF PAINT

LEAK PROOF AND FIRE RETARDENT

Can be put on Felt, Tar-paper, Gunnysack, Shingles, Metal or any other material.
Will not Crack in Winter or Melt in Summer.
A most popular article that shows good profits to the merchant.
Write and we will send our traveller.
Stocks on hand at Calgary, Saskatoon, Edmonton, Vancouver and Toronto.

The Carbon Oil Works, Ltd.

HEAD OFFICE - WINNIPEG, CANADA

Manufacturers of C.O.W.L. BRAND Paints, Stains, Wax Oils, and Oils-of-Tar, Specialties, etc.

WINNIPEG .:. .:. .:. CANADA



Leran wisdom by the follies of others.

Many dealers, dazzled by the prospect of a big first profit, recommend a certain article regardless as to whether or not that article will give a customer the greatest possible satisfaction.

This shortsightedness has proved fatal to many a dealer. Unless a customer is thoroughly satisfied, your chances for his future trade are small; but the greater his satisfaction the surer you are of his steady trade.

It's the cumulative value of a sale that counts—that's why

It pays to sell the FORD

Auger Bit in preference to all others. It gives MAXIMUM satisfaction every time in every way. Your profit may not be quite as large on the first sale—BUT SURE REPEAT SALES will boost the total profit away over and above that obtained by "One-time large profit" sales.

If you, Mr. Dealer, are following on this latter plan in your Auger Bit trade, just try pushing the FORD, and note carefully the result. It will convert the occasional buyer into a steady customer and make every buyer a satisfied customer.

Dealers who have tried this know it to be a fact. Will you be the next?

Write us for catalog and circulars.

Ford Auger Bit Co.
HOLYOKE MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad" as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

ALL DESCRIPTIONS **BRASS RAILINGS** MADE TO ORDER

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED
Coppersmiths and Brass Founders, : : : : : : TORONTO, ONT.

SEYMOUR SHEARS

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Have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

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TRADE MARK

Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, *Agents*

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ANCHOR BRAND

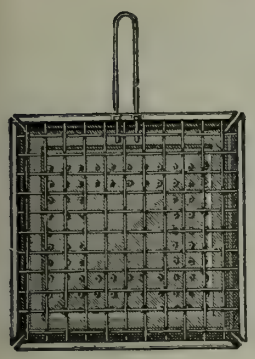
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THE GUELPH SPRING & AXLE CO. LIMITED
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TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

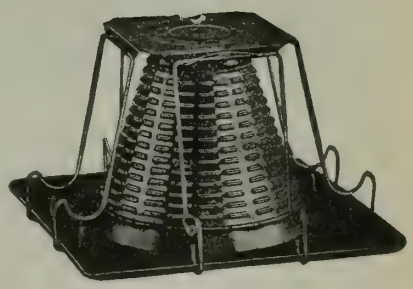
GAS TOASTERS



The "GYPSY" Gas Toaster lies flat on top of a gas, gasoline, oil or coal stove, and toasts QUICKLY and PERFECTLY. Perforated steel plate, and heavy cross-woven coppered wires. Size 9 x 9 inches. Wrapped ½ dozen in a bundle.

The "WILSON" Gas Toaster is unequalled in the pyramid class. Toasts four slices at once, and heats a vessel on top at the same time. May be used on any stove.

A cheaper imitation of the "WILSON" is also supplied by us under the name of "KNOBLOCK."



Special Prices Quoted on Quantities.

Manufactured by

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Vancouver agents, Macpherson & Teetzel, Vancouver, B.C.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

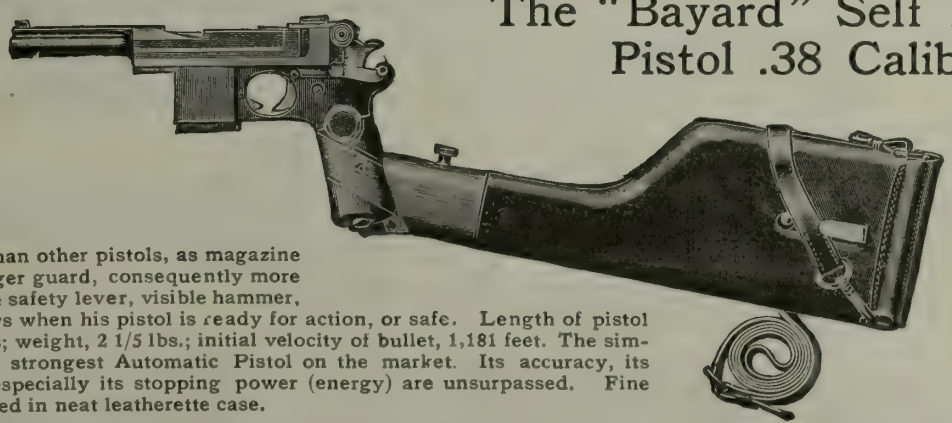
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GALT, ONTARIO and VANCOUVER, B.C.

A Wonderful Long Range Pistol

The "Bayard" Self Loading Pistol .38 Calibre

Maximum Range 1,700 Feet



Penetration 6 Pine Boards at 50 Yards

Adopted by Spanish Army

Better balanced than other pistols, as magazine is in front of trigger guard, consequently more accurate. Visible safety lever, visible hammer, user always knows when his pistol is ready for action, or safe. Length of pistol over all, 10 inches; weight, 2 1/5 lbs.; initial velocity of bullet, 1,181 feet. The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its stopping power (energy) are unsurpassed. Fine blued finish, packed in neat leatherette case.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



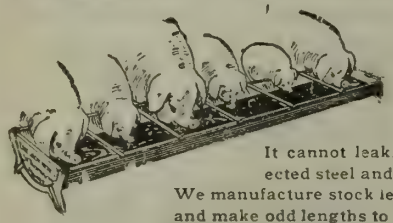
The EUREKA

is the best tool for digging post holes any size. Also for sinking posts heaved by frost. It cuts off roots—lifts out stones, etc —works in sand, clay, gravel or muck. If your jobber will not supply them, write us.

We also make Wire Stretchers for building Wire Fences, Drive Well Points, Drive Caps, Shoes, Cylinders and Pumps.

Otterville Mfg. Co., Limited
OTTERVILLE, - ONTARIO

A Durable, Heavy Steel HOG TROUGH That Sells Quickly



Introduce this high grade Hog Trough to your farm trade and it's sure to increase your business.

It cannot leak, as it is made from selected steel and is absolutely rivetless.

We manufacture stock lengths from 4 to 12 feet and make odd lengths to fit any pen to order.

Write for special prices

ERIE IRON WORKS, Ltd., ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

ALL CHANCE!



From the old-fashioned polishes and use

POLIVIT

The Lightning Silver Cleaner

No more wasted hours rubbing away with troublesome powders, pastes and brushes. Place Polivit in water with washing Soda, and the dirt flies from the silver to Polivit.

Write for pamphlets and prices

A. A. SHUTE,
FREDERICTON, N.B.
Sole agent for Canada
Be sure and stock Polivit

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

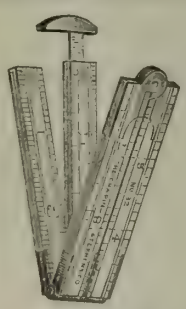
CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL





Manufacturers of Rules, Levels, Planes, Gauges, Hand Screws, Etc.



THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency

Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

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Springfield, Mass., U.S.A.

Jonathan Crookes & Son

Sheffield, England

Corporate Mark

Granted 1780.



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

BRASS ROD

Prompt delivery from stock

Tallman Brass & Metal Co.

HAMILTON, ONT.

ANYONE CAN USE

THE "SPECIAL" SAW SET



MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

FULLY WARRANTED

THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS

SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

Glues, Gelatines, Size, Etc.

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for QUALITY and VALUE cannot be excelled.

Supplied through Merchants, Jobbers, etc., only.

THE GROVE CHEMICAL CO., LTD.

ESTABLISHED 1859 Appley Bridge, Wigan, Lancs, England

WOOD SCREWS



The 20th Century

Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.

Send us an order and give them a trial.

RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

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THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.

LIMITED

Winnipeg, Manitoba

EAVETROUGH and CONDUCTOR PIPE THAT DO NOT FIT TOGETHER EASILY ARE DEAR AT ANY PRICE.



Ours are noted for their uniformity and the ease with which they can be put up on the job. Other well-known lines of ours are Ventilators, Skylights, Ridge Roll, Valleys, Elbows and

CORRUGATED IRON



WHEN IN A HURRY ORDER FROM US

Wheeler & Bain

THE QUICK SHIPPERS

Toronto, Canada.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

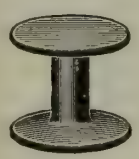
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Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies, Machinery and Specialties,
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CHAPLETS.



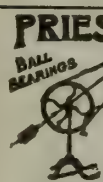
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All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS

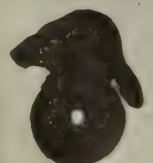


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Wabash & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

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Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

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Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

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FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

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WRITE FOR NEW PRICES ON GAS CONTROLLERS
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TORONTO
Eastern Repre.—J. S. Mullen, 1749 Park Ave., Montreal, Que.
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Our Surprise Horse and Cattle Halter Pokes are the best.

Manufactured by

James & Reid
Perth, Ont.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

LAMP BLACK.



MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

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Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA.

MOOSE JAW
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Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

JAS. BISSET & CO.

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Cars distributed, warehoused and forwarded.

BUSINESS SOLICITED.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

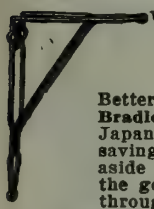
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SPRAYERS.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue. Manufactured by

THE COLLINS MFG. CO. - TORONTO

STANCHIONS

O K CANADIAN U BAR STEEL

Stanchions and Stalls

are guaranteed not to let the cattle loose, and are absolutely sanitary.

Canadian Potato Machinery Co., Limited

208 Stone Road - - Galt, Ont.

TIMBER JACKS.

TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful, reliable, exi editious. A necessary tool for every farmer.

TREWHELLA BROS

9 Alma Street, Smethwick, Birmingham, Eng., and Trentham Victoria, Aust

TOOL HOLDERS.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

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CHICAGO, U.S.A.



Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

Write for Catalog.

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Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
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WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

MOP-STICKS

OF DURABILITY
are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.
No. 10 Combination Brush

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS., - Toronto, Ontario

When writing advertisers kindly mention having seen the advertisement in this paper.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



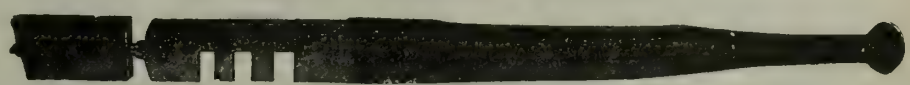
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

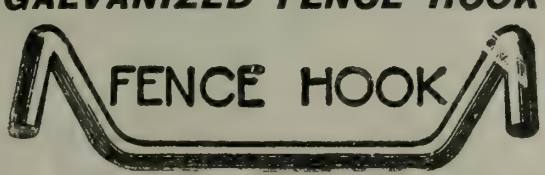
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*

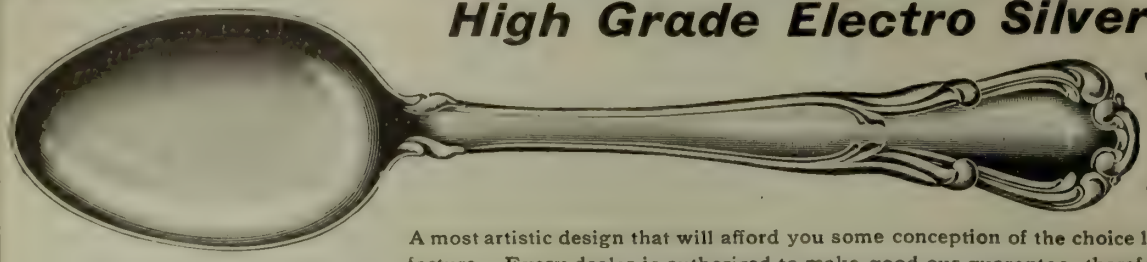


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Two Cents per Word

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.



High Grade Electro Silver-plated Spoon of Durability

A most artistic design that will afford you some conception of the choice lines that we manufacture. Every dealer is authorized to make good our guarantee, therefore he runs no risk.

Write for catalogue and prices.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS: J Mackay Rose, 88 McGill St., Montreal: N. F. GUNDY, 61 Albert St., Toronto: David Philip, 291 Portage Ave., Winnipeg

BUTTERMAKERS DEMAND

THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests. As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.



David Maxwell & Sons, St. Mary's, Ont.

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

THE R. McDOUGALL CO., Limited

GALT, CANADA



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited

AYLMER, :: ONTARIO

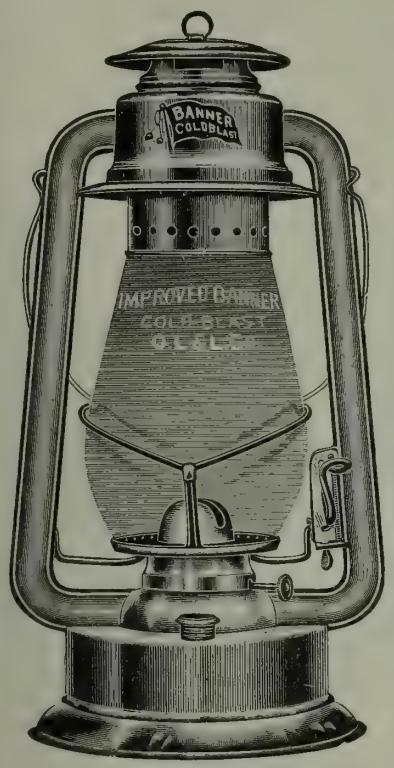
WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited

WINNIPEG AND CALGARY

BANNER COLD BLAST LANTERN

NOTE THE POINTS



YOU GET VALUE IN
WORKMANSHIP
MATERIAL
AND
DESIGN

THAT MEANS
SATISFIED
CUSTOMERS

ASK YOUR JOBBER HE HAS THEM

Ontario Lantern & Lamp Co., Limited

HAMILTON, - - ONTARIO

BOOST THE SALES

A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

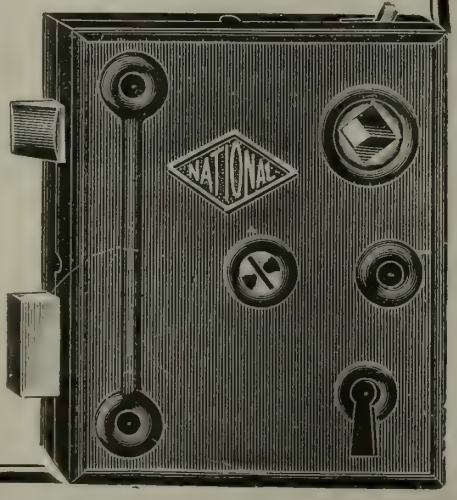
Corner King Street and Spadina Avenue
Toronto

"National" Steel Rim LOCK

STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made and is the lock which perfectly satisfies modern requirements.





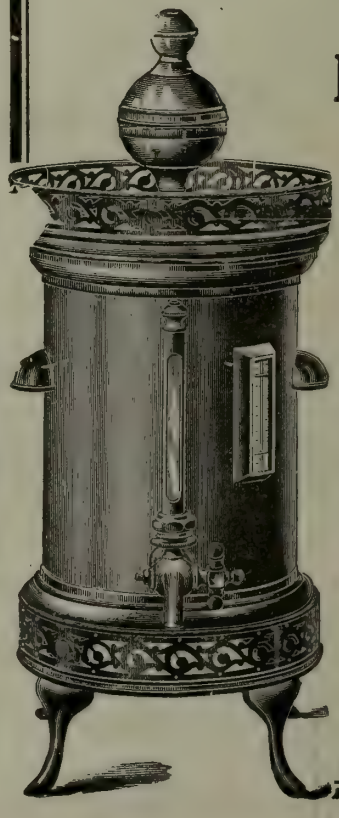
Write us for particulars and prices.

NATIONAL HARDWARE CO., Limited
ORILLIA, ONT., CANADA.

Our High-Class Urns Bring High-Class Trade

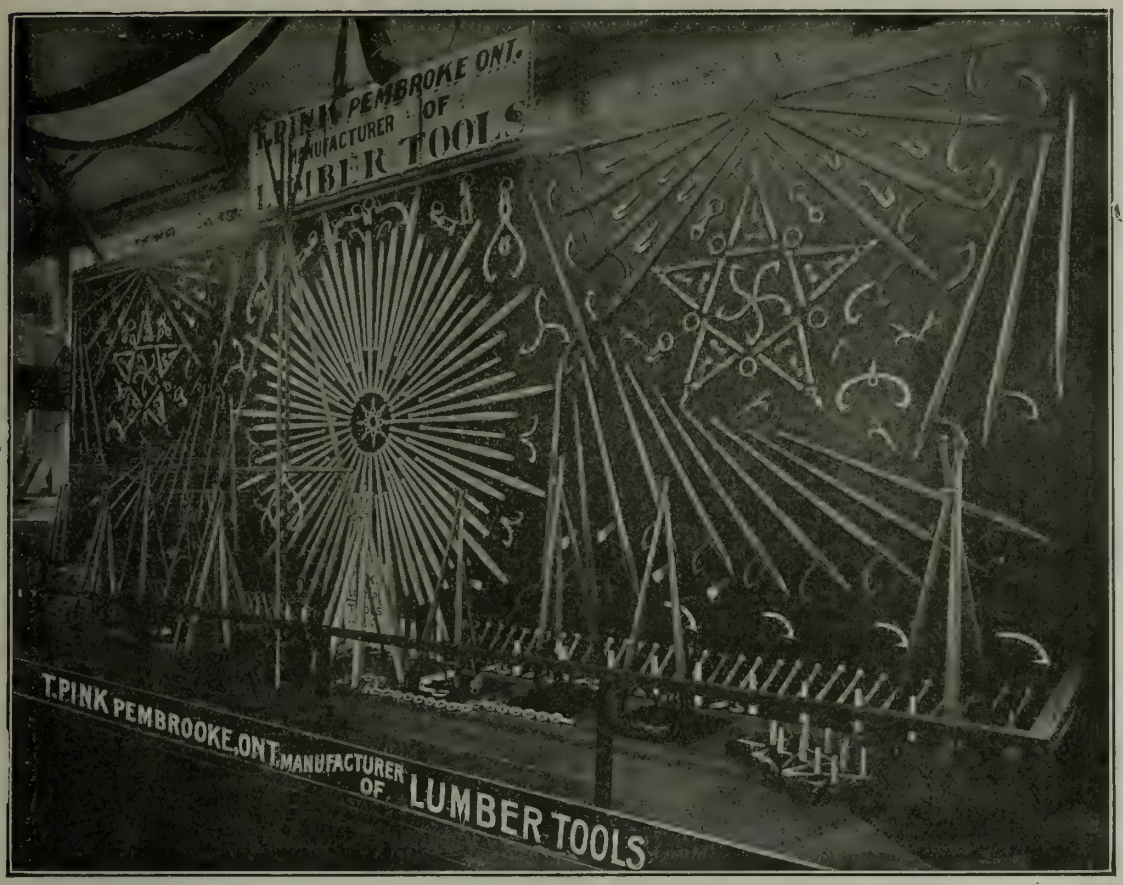
TO

Restaurants, Hotels, and Cafes. The many re-orders we receive prove our customers' satisfaction. The Urns we sell are thoroughly efficient and reliable, being of the latest pattern and most skilled workmanship. Let us have your enquiry at once. We will give you the fullest information.



THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co.,
28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

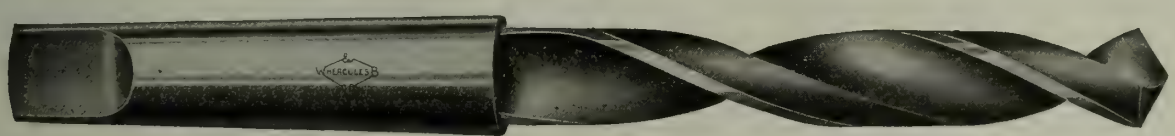
We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

"W. & B. Diamond" Twist Drills



Trade W B Mark

We carry the largest stock of all standard sizes of Twist Drills in Canada, and make shipment same day order is received.

Send your orders to us and you will not be troubled with Customs or Brokerage Fees.

Trade W&B Mark

Highest Quality Guaranteed

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

ATKINS



Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

No. 190

E. C. ATKINS & CO., Inc.

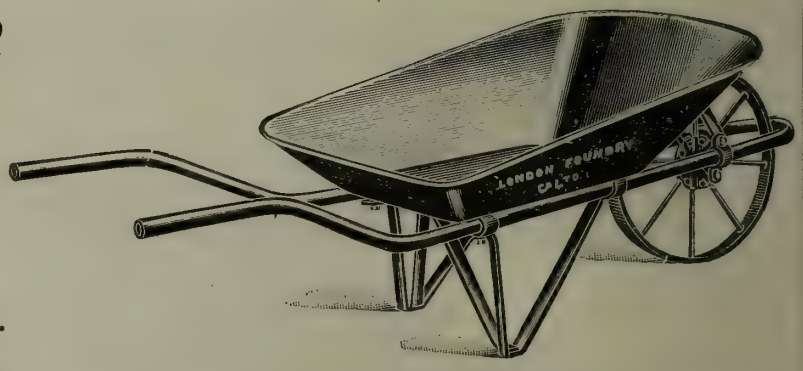
Hamilton, Ont. MAKERS OF STERLING SAWS

U.S Factory, Indianapolis, Ind

WHEELBARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agen

Have the Agency in Your Town for the Simonds "Crescent Ground" Cross-Cut Saws

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

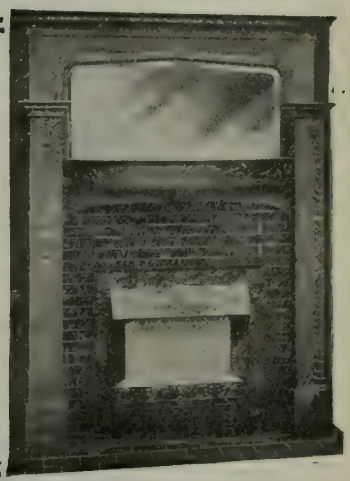
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

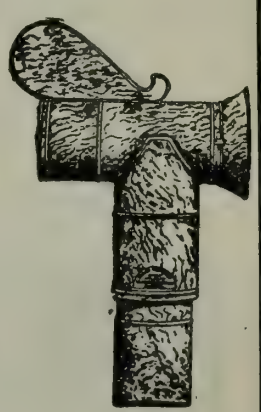
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan 23rd, 1909

Messrs. J. W. Harris Mfg. Co., Ltd.
129 Sanguinet St., Montreal

Dear Sirs:

Enclosed you will find my cheque to cover account for the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here, and I have much pleasure in saying that in every case they have given perfect satisfaction.

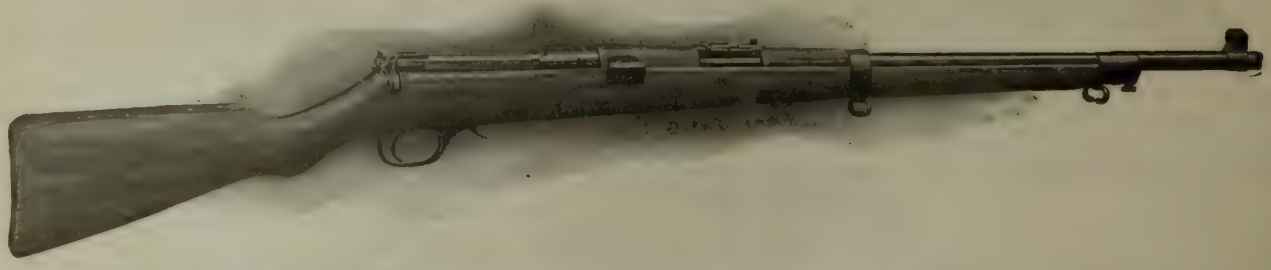
Yours truly,
W. H. Harrison.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



Not Yet—But Soon

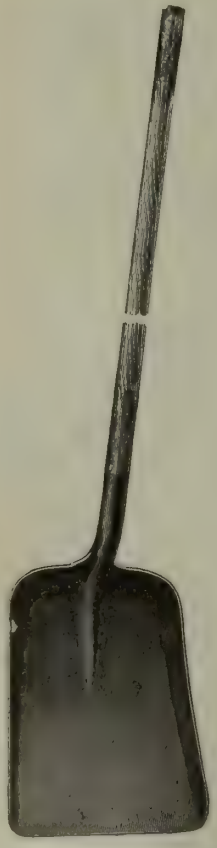
One hates to mention Autumn when the crops are only sprouting, but nevertheless NOW is the time to order your supply of

"ROSS" RIFLES

Display them in your window and secure the "early trade," which even now is preparing for the fall Big Game.

Discounts and full information on request.

The Ross Rifle Co., Quebec, P.Q.



THE RIGHT LINE

TRADE MARK Registered

CAN it be that your next door neighbour is reaping a larger profit on his shovel sales? Can it be that you are buying wrong?

¶ Let us put you on to the "right line" at the "right price"—the "BARGAIN LINE."

¶ We manufacture every class of shovel, spade or scoop known to the trade, and have developed what we believe is a perfect Snow or General Purpose Shovel. Quality, stability, appearance—all are there.

¶ May we convince you?

The Lundy Shovel and Tool Company, Limited

General Offices and Factory, PETERBOROUGH, and at
MONTREAL WINNIPEG JOHANNESBURG, S.A.

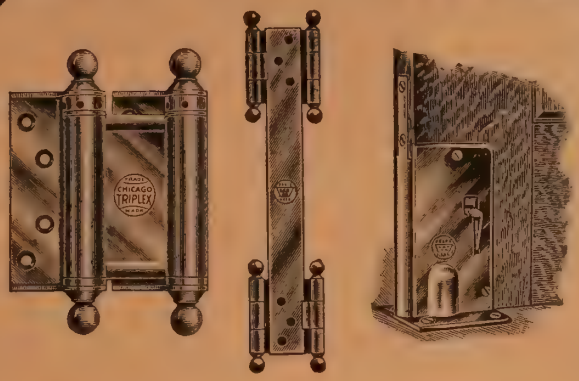
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PORTLAND
CANADA
CEMENT
MONTREAL.

Uniformity of Quality
Prompt Delivery
Adaptability
Standard Weight

Points to remember in connection with CANADA CEMENT when making specifications.

Canada Cement Co.
Limited
MONTREAL TORONTO WINNIPEG CALGARY

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

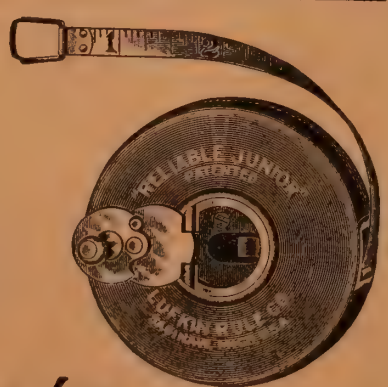
Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M 26



"New Designs"
Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"
See Our 1911 Supplement
CANADA

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

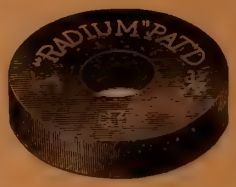
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GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

F. B. & W. Goods

Genuine Red Lead

Ground Litharge

Flake Litharge

Orange Mineral

White Lead Ground In Oil

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

The Big Selling Tool Grinder for Farm and Shop

No price-cutting competition on this patented grinder. The retail price is established and maintained. Equipped with genuine Carborundum wheels and pays for itself by saving time and tools, and makes all work easier. Liberal profits, big seller to farmers, shops, mechanics, carpenters, contractors, etc.



Farm Special Outfit

LUTHER TOOL GRINDERS



Mechanics' Special Outfit for Carpenters, Mechanics, Contractors, Etc.

25 times faster than Grindstones
6 times faster than Emery Wheels

No need of cooling with water, no danger of drawing temper from tools. Built like a high-grade lathe, hand and foot power.

35 Styles, with Attachments

A style for every use—special attachments enable inexperienced persons to sharpen chisels, twist drills, discs, saws, etc.

Our special sales method gets quick action for the dealer—quick sales and liberal profits. Write for full information to-day.

LUTHER GRINDER MFG. CO.
1196 Madison St., Milwaukee, Wis.

HARDWARE AND METAL

Published Weekly by

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, JULY 22, 1911 NO 29

E. M. DICKINSON'S



CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

GLOBE "Globe" GLOBE

BLACK SHEETS

Excellent for general work

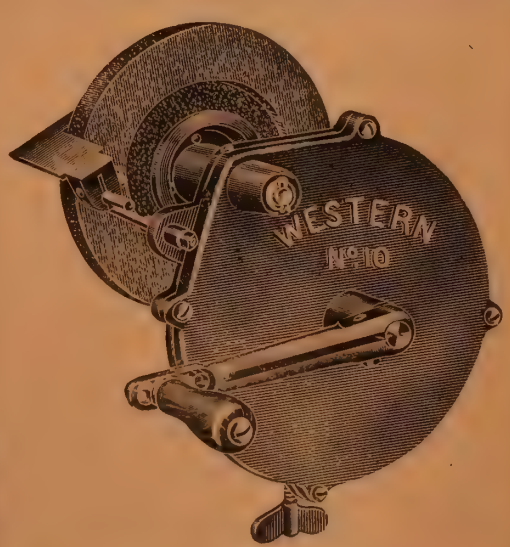
John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

The "TAYLOR-FORBES"
WESTERN TOOL GRINDER
Is Noiseless, Efficient and Economical

In it friction is reduced to a minimum, the machine being the lightest run and the longest lived on the market. It has cut gears encased and the wheel is a corundum grinder 7 x 1. The machine is chainless and dirtless and every part of it is made of the finest iron. Western tool grinders weigh only 20 lbs. and are packed one in a box.

Your enquiry will receive our prompt attention.



Taylor-Forbes Co., Ltd.
Guelph, - Ontario

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B. C.; H. F. Moulden & Son—Travellers' Building, Winnipeg. Canadian United Mfrs. Agency, London, Eng.

There's Something More Than Profit In the Sale of a GILLETTE

Time was when a good many dealers judged a sale wholly by the immediate profit. Now they look much deeper into it.

An honest sale at a satisfactory profit is always good.

A sale that pleases the customer more than he anticipated is better, for to the profit is added his good-will.

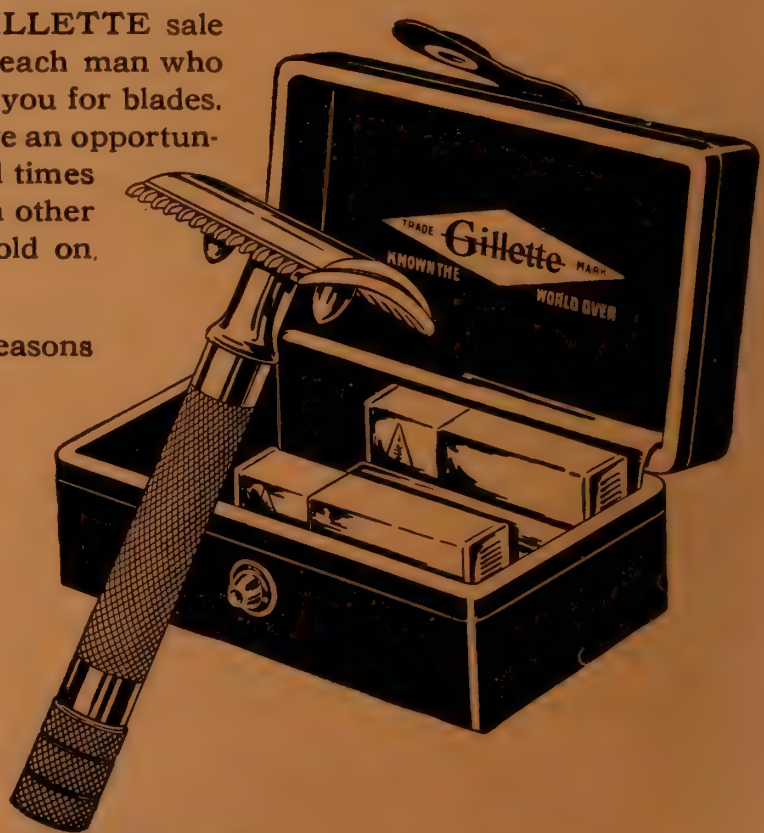
But the sale that, in addition, brings the customer back for more, is best of all.

That's a GILLETTE sale.

The GILLETTE Safety Razor certainly does please buyers, for it gives them quicker, cleaner, smoother shaves than they ever thought possible. It pleases them so well that they enthusiastically recommend it to their friends, and so pave the way for more business for you. Their satisfaction with the razor is, to a certain extent, credited to you, and you gain their good-will.

There are some lines of foreign manufacture, unadvertised, unknown, of most uncertain quality, of which this can scarcely be said.

More than that, each GILLETTE sale starts an annuity for you, for each man who buys a razor will come back to you for blades. Every time he drops in you have an opportunity to sell him perhaps several times the amount of the blade sale in other lines, and to strengthen your hold on his business.



These are some of the reasons why it does not take the clear thinking, far-sighted merchant long to decide which razor it's best to handle for permanent business and satisfaction.

THE GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED

Office and Factory:

63 St. Alexander St., MONTREAL.

TRADE Gillette MARK

KNOWN THE WORLD OVER

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Special
Prices
on
Application

There is no cure for fire—

Only Prevention

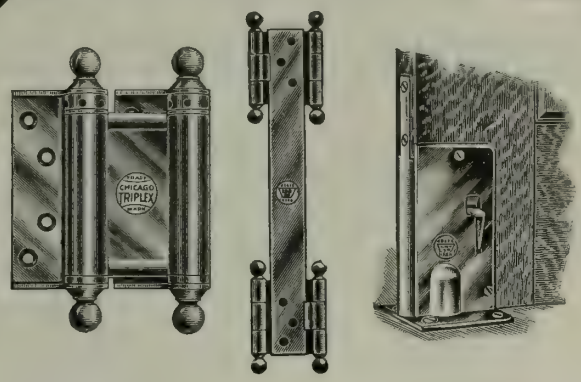
Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or--GEO. H. SAYWELL, SASKATOON

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

Send for Catalogue M 26



Are You Ready to Deliver

LIGHTNING AND BLIZZRAD FREEZERS?

There will be a greater demand than ever this season, for we are advertising them more extensively to both dealer and consumer than ever before in the history of the business.

Dealers and Householders have learned that the Lightning and Blizzard Freezers make the finest cream with the least outlay in time, effort and material of any Freezer made and will stand good hard use season after season.



Better write Your jobber at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

SIGNS OF QUALITY

ON GOOD

Washers, Wringers and Churns

ARROW BRAND

YOU'LL SEE THEM AT THE BUSY STORES

They're Trade Winners. No other line begins to equal them for Quality, Distinctiveness, Finish or Salability.

THEY MEAN PROFIT TO DEALER AND SATISFACTION TO USER

Eastern Agents, W. L. Haldimand & Son, Montreal, Que.

Western Agents, H. F. Moulden & Son, Winnipeg, Man.

CUMMER - DOWSWELL, Limited

HAMILTON, - ONTARIO

The S.M.P. Galvanized Wash Tubs

With Wringer Attachments

No hoops to fall off



Light, yet strong and durable

No.	0	1	2	3
Inches	17¾ x 8¼	20¼ x 11	23¼ x 11	25¼ x 11

EXTRA HEAVY, WITH MALLEABLE HANDLES AND PAINTED BANDS

No.	10	20	30
Inches	20¼ x 11	23¼ x 11	25¼ x 11

N.B.—The No. 0 have no Wringer Attachments

PRICES ON APPLICATION

THE SHEET METAL PRODUCTS COMPANY

OF CANADA LIMITED

Montreal TORONTO Winnipeg

DISSTON HAND SAWS



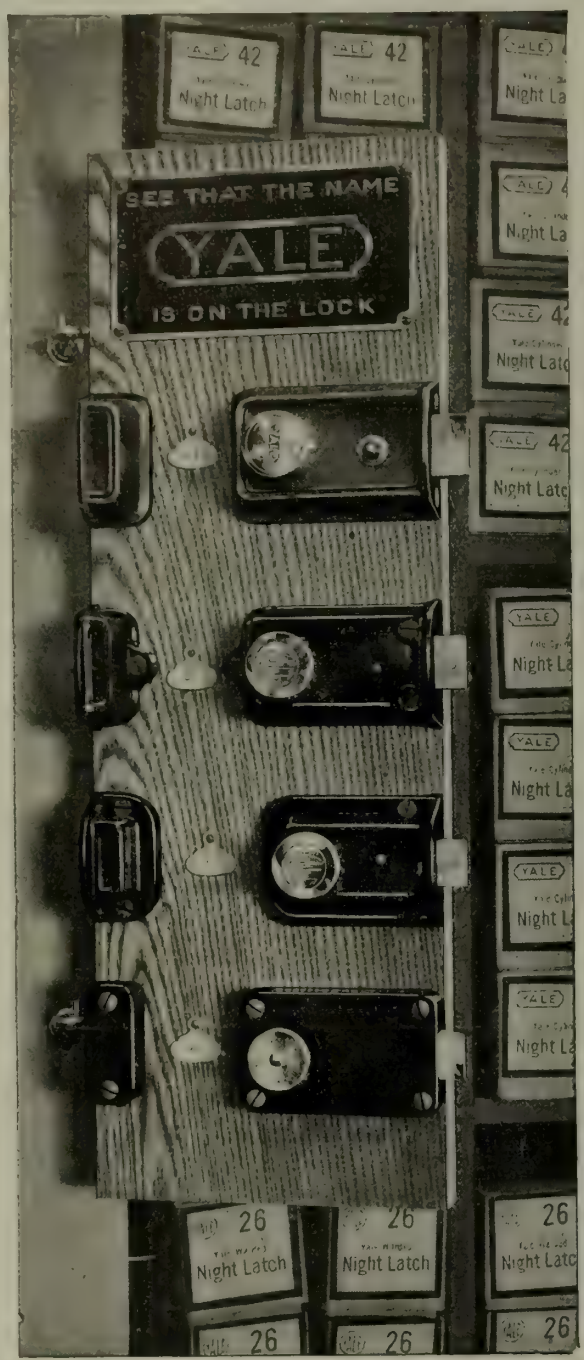
As Staple as Wheat

IMPORTERS AND DISTRIBUTORS

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

"To Show Goods is to Sell Them"



Size 6 inches wide by 18 inches long

A NEW YALE
NIGHT LATCH SAMPLE BOARD

All Retail Merchants know there is no method of selling goods so effective as showing them.

This New Yale Sample Board is supplied with the most popular Yale Night Latches on the market and makes an attractive addition to your store fixtures.

This Board is furnished in two ways, with and without an assortment.

No. 100 Board with Night Latches Nos. 42, 37, 33 and 26 mounted upon it, with an assortment for stock.

No. "C" Board with Night Latches Nos. 42, 37, 33 and 26 mounted upon it, no additional assortment.

We Ship Promptly ***WRITE FOR PRICES AND CIRCULARS*** **We Ship Promptly**

F.&W.

FROTHINGHAM & WORKMAN,

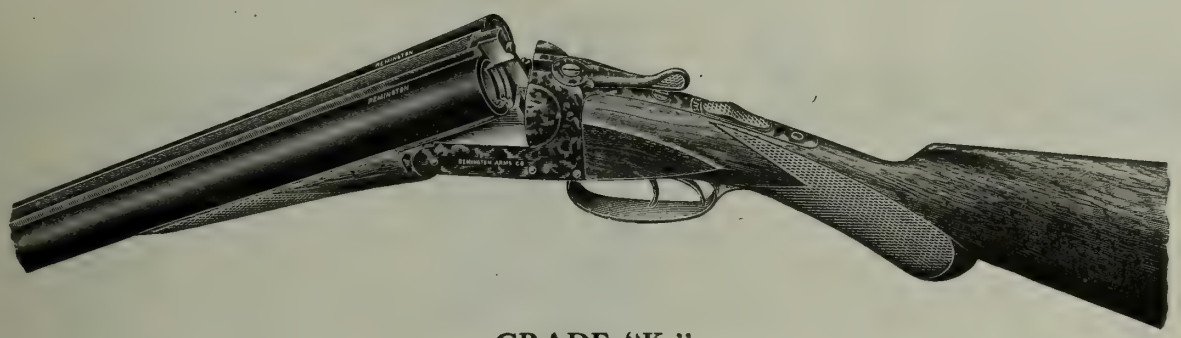
WHOLESALE HARDWARE and IRON MERCHANTS Limited

Montreal, - - - - - Canada

F.&W.

Remington High Grade Guns

DOUBLE BARREL HAMMERLESS



GRADE "K."

No. **0312K**—30 inch blued steel barrels, choke bored, adapted for black or smokeless powder shells, flat matted extended rib, case hardened frame and mountings, top snap action, triple locked, automatic safety, half pistol grip stock, and snap fore end, checkered, rubber butt plate. 12 Gauge, weight 7 to 8½ lbs. - - - - - - - List, each **$37.00**

No. **0312KE**—With automatic ejector, otherwise the same as No. **0312K.** 12 Gauge, weight 7 to 8½ lbs. - - - - - - - List, each **$42.00**

REPEATING PUMP MODEL



REMINGTON UMC

HAMMERLESS

No. **1**—12 Gauge, 30 inch, blued finish steel barrel, full choke bored. Plain walnut pistol grip stock. Weight about 7½ lbs., 6 shot capacity, solid breech, take down pattern. Price - - - - - - - List, each **$27.80**

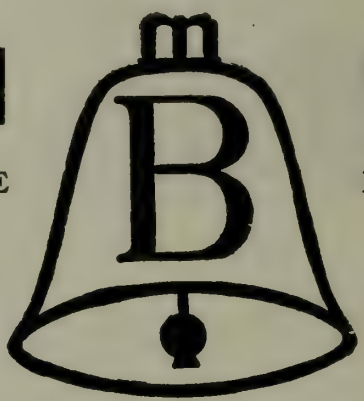
Caverhill Learmont & Co

MONTREAL AND WINNIPEG

The

Steel Company of Canada

Limited

Bell Brand TRADE  MARK **Horseshoes**

REGISTERED

Accurate Crease, Exact Punching, Correct and Uniform Shape.

Horse Nails **Wire Nails**

Bar Iron **Bar Steel**

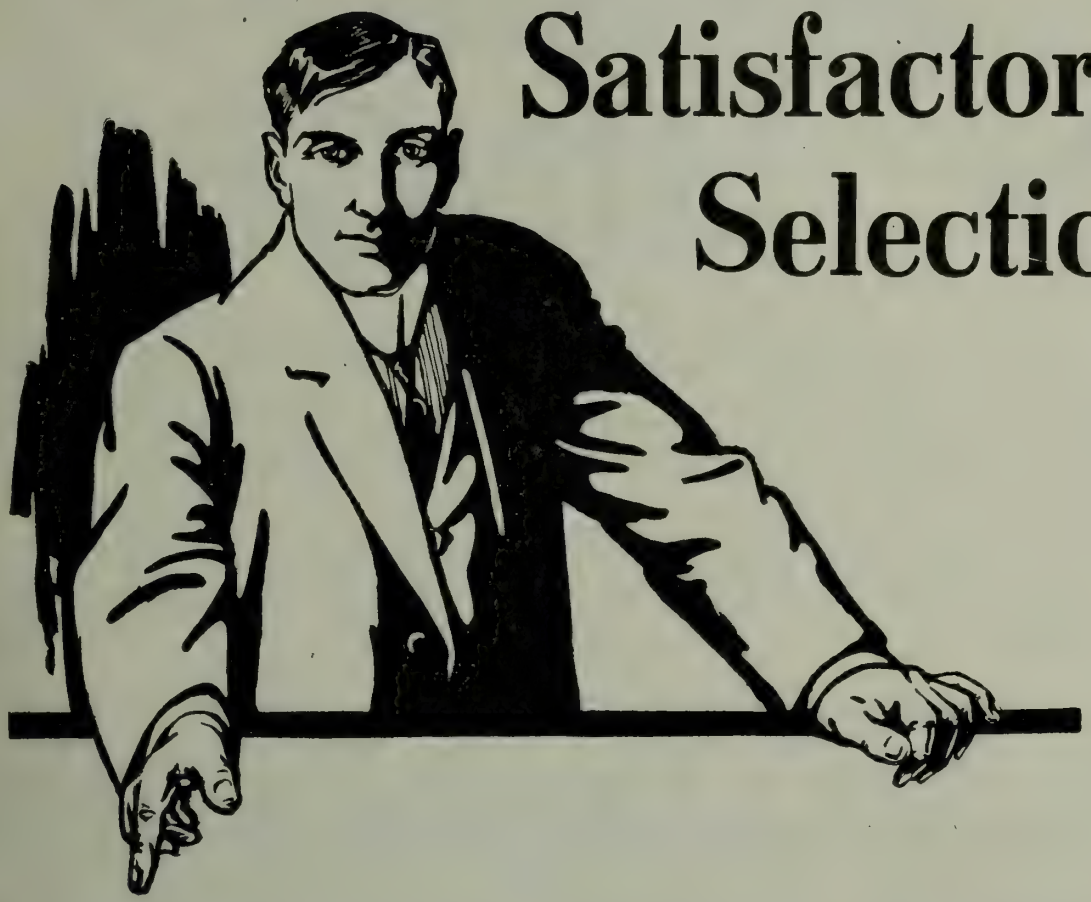
Bolts and Nuts, Screws, Tacks, Bright Wire Goods, Wrought Pipe, Iron and Steel Wire, Field Fencing.

District Sales Offices:

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W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

Easy to Get a Satisfactory Selection



If there was no other reason for you sending to us for hardware, the size and assortment of the stock we carry is a good reason.

The satisfaction you get in buying here lies in the fact that anything we send out can be depended upon for quality.

Beyond that there is very little to say. The business speaks for itself.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUTTS AND HINGES

C S G Co. CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Davidson's Family Flour Cans



Fig 405

Round---with overlapping Covers. Can be supplied Plain White, Japanned, or in Assorted Colors.

Three Sizes, 25, 50 and 100 lbs.

The "Empire" Flour Can

TAKES UP LITTLE SPACE
MADE TO HANG ON WALL OR DOOR

Half Round Front, Flat Back, with hinge Cover
White Japanned finish and lettered in gold

Capacity..... 50 pounds
Dimensions ..... 18 in. high, 15 in. wide

WRITE FOR PRICES



Fig 405 A

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

DISSTON



INSULATE SCREW DRIVER

This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, P.A.

Canadian Works—Fraser Avenue, Toronto, Ont.



Partial view of Trinidad Lake. The dark spots are asphalt; the streams are water on the surface.

Genasco

the Trinidad-Lake-Asphalt Roofing

You know the value of Trinidad Lake Asphalt as a waterproofer. Its natural oils keep it full of life. They have given it power to defend itself against the sun and storms of ages.

In Genasco it gives the same lively resistance to sun, rain, wind, heat, cold, fire, alkalis, and acids, and makes Genasco permanently waterproof.

This is what we are continually telling prospective customers through the leading magazines and agricultural papers of the country.

We show them why Genasco is different from ordinary ready-roofing made of manufactured so-called asphalts, coal-tar, and "compositions" which soon lose their life, and crack, leak, and go to pieces. So they, too, know the value of Genasco, the Trinidad-Lake-Asphalt Roofing.

Think how easy it is to sell what you and your customers already know is the genuine lasting roofing.

We are helping your jobber to make selling still easier for you in many other ways.

Order Genasco from your jobber, and ask him for advertising helps.

The Kant-leak Kleet makes a weather-proof joint at roofing laps without cement, and prevents nail-leaks. Ask your jobber for **Genasco** with Kant-leak Kleets packed in the roll.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK REG. U.S. PAT. OFF.

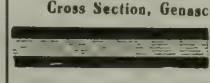
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Cross Section, Genasco Smooth-surface Roofing.



Caverhill, Learmont & Company,
Distributing Agents—Montreal, Winnipeg and Vancouver

D. H. Howden & Co., Ltd., 200 York St., London, Ont.

National Fire Underwriters Approve

SINCE it is much stronger than Copper or Bronze, and resists fire better, Community Galvanized Sash Chain has been approved by the National Board of Underwriters.

COMMUNITY

GALVANIZED SASH CHAIN

Hercules Finish

is made of steel hot galvanized and then heavily plated with copper. By this method of manufacture all defects of copper or bronze chain are avoided, and a better and more practical chain is produced at less cost.

GUARANTEED RUST PROOF

WRITE FOR SAMPLES AND PRICES



Showing casing cut away, allowing chain to be seen in position.

ONEIDA COMMUNITY, LIMITED

Niagara Falls, Canada

NOTE---We also manufacture Community Sash Chain in polished steel, galvanized and other finishes.

The Canada Glue Co., Limited

OF

Brantford, Toronto, Montreal and Vancouver

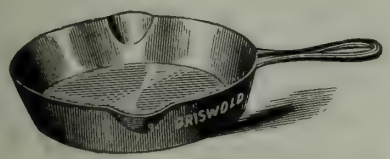
The Largest Makers of

Glue and Gelatine

under the British Flag

Can Supply any Quality in any Quantity.







"GRISWOLD" HARDWARE

GRISWOLD

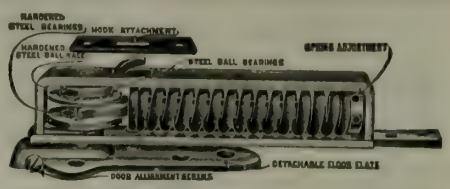
LIGHT TO HANDLE AND CLEAN TO USE. It is not merely that "GRISWOLD" is an Aluminum Ware, but that it is *the best* Aluminum Ware there is. It was *the first* Aluminum Ware made, and though it now has competitors, it is *still first* both in quality and popularity. OUR PRODUCTS INCLUDE in many sizes—Waffle Irons, Gas Stoves and Ranges of various kinds. All our goods have the stamp of distinct originality, high quality and fine finish. Send for our catalog of Saleable Specialties.

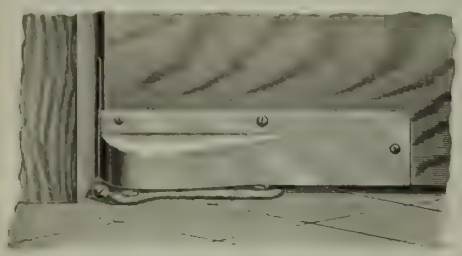
The Griswold Mfg. Co.

ERIE, PA.

ASK US WHY

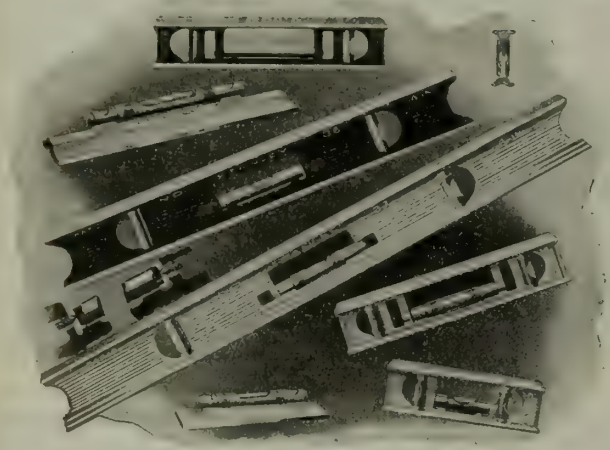
If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.





THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

Stanley Tools



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

STANLEY METALLIC PLUMBS AND LEVELS are so designed as to remain true under all ordinary conditions.

The metal cases in which both the Plumb and Level Glasses are set, are machined to fit accurately the machined surface of the supports which are cast in the frame of the Level.

THE CASES are held firmly on the supports by means of the cone centers which engage each end of the case. The center lines of the cases and cones are eccentric. With this arrangement the Levels can be readily adjusted or new glasses inserted.

Only the very best of materials and highest grade of skilled labor obtainable enter into their construction, and they carry with them the guarantee of a Company which has been manufacturing high-grade Carpenters' and Mechanics' Tools for over half a century.

Send for Catalogue.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

WIRE NAILS

We have the latest machinery and every facility for producing best quality wire nails with perfect heads and points. Special care is taken in the drawing to obtain a regular gauge. Our Wire Nails are guaranteed full weight. Other lines we make and recommend are:

Annealed Wire and Wire Bale Ties — Very Soft and Pliable. Extra Strong

GET OUR PRICES.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

IT'S A JEWEL



is just an enthusiastic customer's phrase for expressing his appreciation of Greener Guns. It conveys in a concrete form the essence of many thousands of letters received at the Greener factory, letters written in every tongue, and from every clime, proving more conclusively than whole pages of our own descriptive writing that the Greener is without a rival in all that pertains to the perfect gun; hard-hitting, far-shooting, perfection of handling, balance and finish, combined with lasting wearing qualities. Mr. Penn, of Columbus, says: "I cannot thank you enough for my new gun, it is a jewel; I would not take $500.00 for it. Hurrah! for W. W. Greener. He certainly is the only gunmaker." Here's just what all your customers want and they nearly all know it, too, Of course, you'll be ready to supply when the boom comes! Let us send you our latest catalogue free. It describes 38 grades, from $56.00 to $1,000.00.

W. W. GREENER, GUN AND RIFLE MAKER — 63 and 65 Beaver Hall Hill, Montreal, P.Q.

TRADE MARK



TRADE MARK

MAGNOLIA METAL - vs - "GENUINE" BABBITT

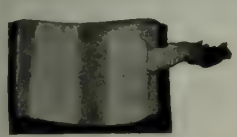


MAGNOLIA TEST BLOCK:

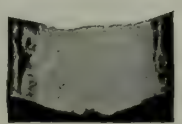
Ran 80 minutes under pressures varying from 1000 to 2000 lbs. per square inch, 1600 revolutions per minute; in perfect condition at end of test with smooth highly polished surface.

"GENUINE" BABBITT TEST BLOCKS:

The best grades of "Genuine" Babbitt were selected for these tests.



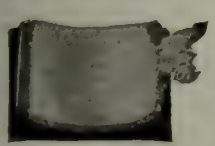
Ran 15 minutes, 1,000 lbs. square inch



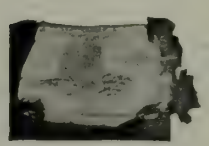
Ran 30 minutes, 500 lbs. square inch



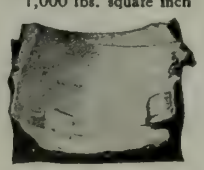
Ran 15 minutes, 1,000 lbs. square inch



Ran 5 minutes, 1,000 lbs. square inch



Ran 10 minutes, 1,400 lbs. Souare inch



Ran 10 minutes, 1,200 lbs. square inch

We tested six other "Genuines" which were all similar to above.

Special Offer

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2,000 subjects. We do not aim to make a profit on this book as it is an advertisement, therefore offer it at the very low price of 40c. postpaid. Many Engineers pronounce it invaluable. Address Montreal Office.

Showing the Superiority of Magnolia over "Genuine"

The tests shown hereon domonstrate our claim that a tin base metal is highly susceptible to friction heat and therefore liable to squash, and that it is almost impossible to raise the temperature of a Magnolia-lined bearing to a destructive point; hence the secret of its wonderful success.

Some day we will show you where a Magnolia-lined bearing is running in shafting and **has been running for six years without one drop of lubrication.**

These tests were made by Dr. Torrey, who was then Chief Assayer of the U.S. Mint, New York.

Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St. Ambroise Street : MONTREAL
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WHICH
is the BEST to Handle?

Don't run the risk of losing customers by selling inferior belting.

If you are not carrying an assortment of Goodhue's Leather Belting you are losing good customers that you would otherwise have by specializing Our Superior Grade.

Goodhue Belts

The GOODHUE is absolutely reliable and dependable and is made from the finest grade material that can be obtained on the continent.

The GOODHUE stretches from 15 to 25 per cent. less than any other, which means a saving to your customers, and economy always introduces more trade.

Our Belts are thoroughly tested and guaranteed and will OUTLAST any other.

Write for Particulars and Prices.

J. L. GOODHUE & CO., LIMITED
DANVILLE, P. Q.





SOMEBODY'S GOING TO GET IT
It Might as Well be You

We are receiving inquiries every day from people who have occasion to buy SEBCO EXPANSION BOLTS. These inquiries might just as well go to you. If you could see some of the letters from Dealers, thanking us for sending them business, you would not hesitate to send for our 90 Day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

It's easier to sell a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Company

147-149 Cedar St., CAT. DEPT. No. 36, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

NOTICE THE TEETH
OF NICHOLSON-MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.



These are the favorite Nicholson-Made lines in Canada

"American"
"Arcade"
"Great Western"
"Globe" "Eagle"
"McLellan"
"Kearney & Foot"
"J. B. Smith"

These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.
(Dominion Works)
Port Hope, Ontario



"AMPHIBIA"
WATERPROOF
THRESHER BELTING

will solve your customers' belting problems, if they are troubled with belting that comes apart when wet.

This is just what *"Amphibia" Thresher Belting* will not do, because it is specially made from first-class oak leather, which is guaranteed waterproof, and is properly built to withstand any kind of dampness.

"Amphibia Thresher" is the original belting of this kind in Canada, and has many imitators, but is superior to all.

Give it a trial and you will be of the same opinion as all other users, who recommend it as "The Best Ever."

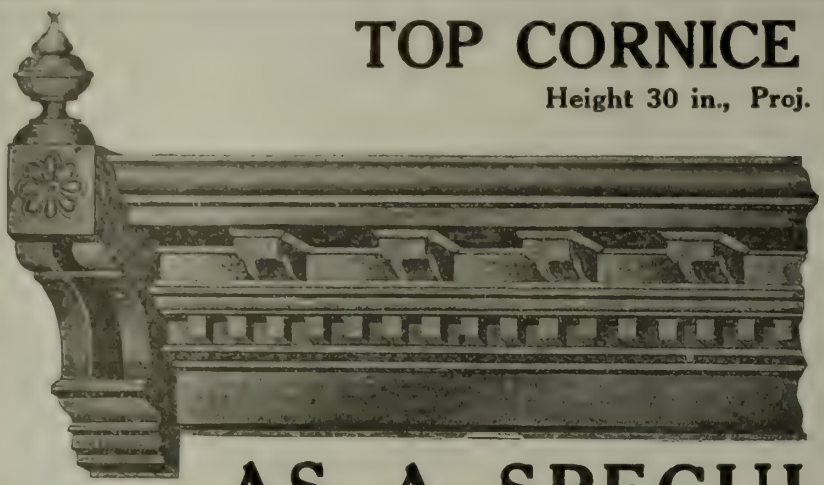
Write us for full particulars and prices.

Sadler & Haworth
ESTABLISHED 1876

MONTREAL, 511 William St. TORONTO, 27 Melinda St.
ST. JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.

TOP CORNICE No. 8014

Height 30 in., Proj. 18 in.



A Handsome, Bold, Neat, Clear-cut Cornice, throwing deep, rich shadows.

AS A SPECULATION

we made up a large quantity of this Cornice on our big new model power brake, and we made it to sell cheap. Let us quote on your requirements.

GET OUR CATALOGUE C-1 ON CORNICES, SKYLIGHTS, ETC., ETC.

THE GALT ART METAL CO., Limited, GALT, ONT.

MAKERS OF THE FAMOUS "GALT" SHINGLE.



MERMAID

"THE NAME'S THE GUARANTEE"

BACKED BY

130 Years' Experience





LEAP-FROG

171-A Secret Process VANADIUM Steel
(Also Straight Back)

Extract from The LONDON DAILY TELEGRAPH
WHICH SPEAKS FOR ITSELF

As a matter of fact, the trade of which Sheffield is the centre has in the last year or two fought—and won—a notable fight. Germany was a formidable competitor; America a yet more serious one, in the matter of tools, and especially SAWS. The English makers set themselves to meet this sharp rivalry, availing themselves of a superior position alike in materials and highly specialized skill. They took full advantage of the technical schools, with their scientific teaching as to metals and the treatment of steel, and paid more attention than they have ever done before to design and finish. Their energy and enterprise won prompt recognition from the buyers for the retail trade, and within very recent days they have enjoyed the spectacle of seeing the agent of one of the most noted firms of tool-makers in the United States coming over to make a tour of inquiry as to what had come over English trade that they had lost it so entirely. The British manufacturers had, moreover, proved conclusively that, quality for quality, their products had nothing whatever to fear on the important matter of retail selling price, and their victory was complete.

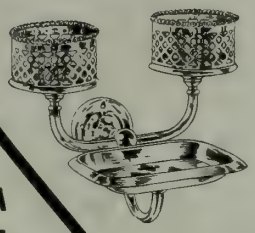
IF you are not handling our Saws and Edge Tools, you are paying more for inferior goods. Does it pay you?

Sole Canadian Representative:

J. A. HENDERSON,
Metals and Hardware, MONTREAL

Spear & Jackson, LTD.
SHEFFIELD, England.





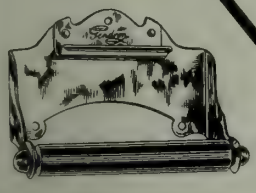
WE HAVE A LINE OF BATHROOM FITTINGS

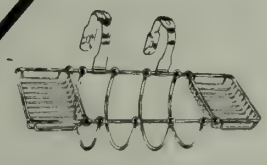
that are unexcelled for quality and service.

TORONTO Gendron CANADA

Write for catalog and price list—they are free on request.

The Gendron Mfg. Co.
Limited
DUCHESS STREET
TORONTO,
ONT.







Copp's Stoves and Ranges

SILVER QUEEN

Our new medium priced up-to-date Range.

It will pay you to investigate its merits.

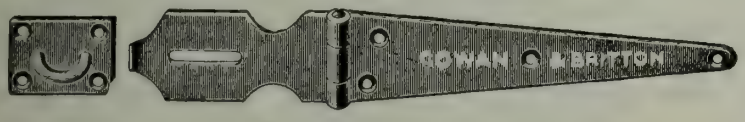
"The Western Stove Makers"

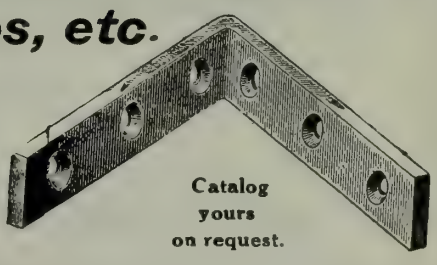
W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.

Builders' Hardware, Hinges, Hasps, etc.

They are Unexcelled in Quality.





Catalog yours on request.

You won't have any difficulty selling COWAN & BRITTON Hardware. Their high quality and low price make them a valuable stock, appealing to careful buyers. They do their work more satisfactorily than other makes.
Cowan & Britton goods cost no more than many greatly inferior articles and give guaranteed service.

COWAN & BRITTON, Established 1861 Gananoque, Ont.

SNOW SHOVELS

HARDWAREMEN—You naturally want the best and most profitable line—We manufacture it—EUREKA lines represent everything from the smallest child's shovel to the large heavy lumberman's shovels.

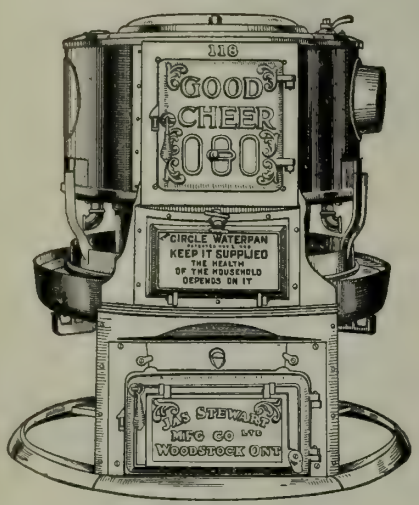
TAKE NOTE OF IT NOW—When ordering insist that your Jobber supply you the EUREKA lines—They will make you the most money—For QUALITY and FINISH they LEAD—Their cost is not any higher than other lines. If your wholesaler hasn't them write us for Catalogs and Prices.

Schuchardt & Schutte, 307 Coristine Bldg., Montreal

You can well believe the good reports of the

"GOOD CHEER"
WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the "Good Cheer" and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

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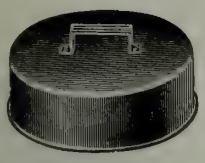
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Wood, Vallance Hardware Co., Nelson, B.C.

Ross Bros., Limited, Edmonton, Alta.

SUMMER SPECIALTIES

Asbestos-Lined Covers for Mrs. Potts' Irons



This cover is made from two separate steel covers with heavy asbestos between: made to cover a set of three irons. It is used on Gas, Gasolene, Oil or Wood Stoves or Ranges, and will save the price of itself in fuel in a very short time.

Measuring Cups

Marked for Measuring One-quarter and One-third Cups.



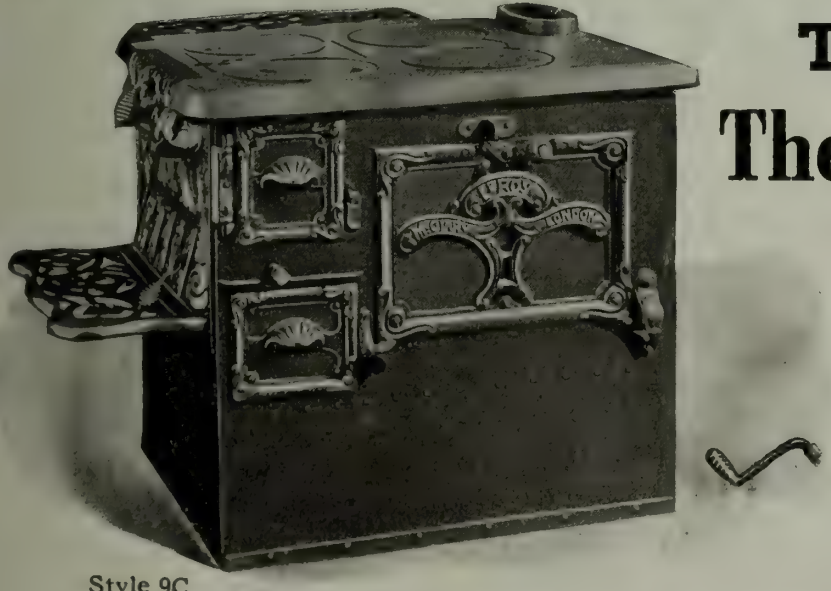
Strainer Funnels

(Strainer and Funnel Combined)



GREATLY FACILITATE THE WORK IN THE KITCHEN

A QUICK FIRE AND A GOOD OVEN



Style 9C

That is what The "LeRoy" means

And that's what campers and summer cottagers require. The "LeRoy" is just the range for the summer season. It has a good oven, therefore campers need not do without any of the pastry delicacies of home. It fires up quickly, and cools equally fast when the fire is quenched. Can be supplied with legs.

SUGGEST THIS RANGE TO YOUR CUSTOMERS

McCLARY'S

LONDON
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ST. JOHN

HAMILTON
CALGARY
SASKATOON

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

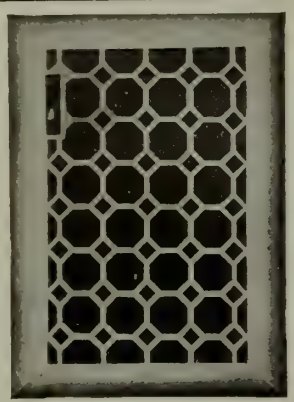
Building and Sheathing Papers
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Metallic Ceilings and Cornices
Metallic Shingles and Sidings
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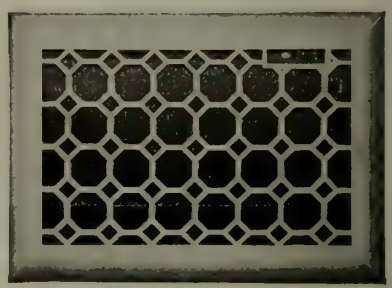
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

THE Empire King FURNACE

has all the latest improvements found on our more expensive furnace, but is sold at a lower price. The simplicity in construction and the quick heating ability of the "KING" furnace, go to make it the most durable, efficient, and the best furnace at the price on the market.

Write us for catalogue and price list of this reliable and quick seller.

WRITE US DIRECT OR
ANY OF OUR AGENCIES



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The Christie Bros. Co., Ltd.
802 College Street
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WINNIPEG

The Atkins Company
VANCOUVER

NAMCO

WHENEVER you see this emblem remember that it stands for all that is first rate in the manufacture and use of Screws, Nuts and special parts made in our new plant at Montreal.

THE equipment is complete, the service established, the product Strictly Acme and the price reasonable.

ASK for Catalogue "Milled Products." Send the samples, or better, drop in at the plant and see how the parts are made.

The National-Acme Mfg. Co., Montreal

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WAREHOUSES:
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FACTORIES:
CLEVELAND, MONTREAL, CANADA

Hamilton Jewel Gas Ranges

for MANUFACTURED or NATURAL GAS are made in over 125 VARIETIES and Every Requirement can be Supplied.



Single Oven

No.	Size of Oven	Size of Top
15	17x12x12 in.	22x19 in.
20	17x12x12 in.	32x19 in.
30	16x16x11¾ in.	35½x22¼ in.
40	15½x16½x11 in.	35½x22¼ in.
50	16½x16½x11 in.	36¾x22¼ in.
60	18x16½x11 in.	38½x22½ in.
65	19x18½x12 in.	39x24½ in.

Double Oven

No.	Size of Oven	Size of Top
70	15½x16½x11	15½x16x8½
80	16½x16½x11	16½x16x8½
90	18x16½x11	18x16x8½
95	19x18½x12	19x18½x8



The Ovens have Spring Balanced Drop Doors. The Valves, Airmixers and other trimmings are all nickel plated. Galvanized Dust Tray under Top Burners. The body of Range is Asbestos Lined. All these Ranges are equipped with **Grave's Patent Safety Lighters** —see cut above. This lighter is far superior to the old style Pilot Light. It is **absolutely safe** because the oven door **must be opened** before the Oven Burners **can** be lighted, and thus all possibility of explosion through accidental accumulation of gas in the oven is avoided.

A **Thermometer** for registering the heat of Oven can be attached to the Oven door of any Hamilton Jewel Gas Range.

These Ranges can be fitted with **Hot Water Heating** attachments, or with Reservoirs or Side Broilers, and Top can be extended if desired.

Large Hotel Ranges

are supplied in every style.



Elevated Oven

Ranges are made in many different styles which are fully described in our **Catalogue No. 69.**

We also make various styles of

Side Oven

Ranges, which we have not room to illustrate here.

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All Ranges are thoroughly tested before leaving factory.

Each Range is fitted with

Jewel Adjustable Needle Valve

which gives perfect control of gas supply. For accurate mechanical construction and satisfactory working, no other valve equals it.

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Steel Sheets for Deep Stamping and Enamelling Purposes

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Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

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is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

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list prices of our complete line of

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CLEAN, SATISFACTORY PROFITS

can only be secured by selling a reliable and serviceable article. In

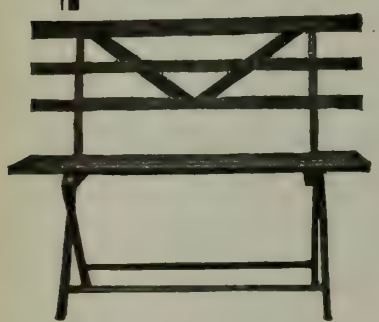
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you will have everything that is desired in a quick-selling and reliable handle. The shaping, balancing, finishing and selection of wood are done by experts, and an absolute guarantee accompanies every handle that leaves our factory. Write for price list.

J. H. Still Mfg. Co., Ltd.
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"Stratford" Garden Seats



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LADDERS, LAWN SWINGS, ETC.

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For Elevator, Haulage or other Strenuous Use

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Wire Rope.

All wire used in Greening Ropes is subjected to a complete set of the severest tests before being made into rope, and you have our unmistakable guarantee back of every piece of rope you sell.

We are makers of special Hay Fork Ropes, Saw Carriage Ropes, Smoke Stack Stays, Flag Halyards, and other purposes.

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Hamilton, Ont. Montreal, Que.

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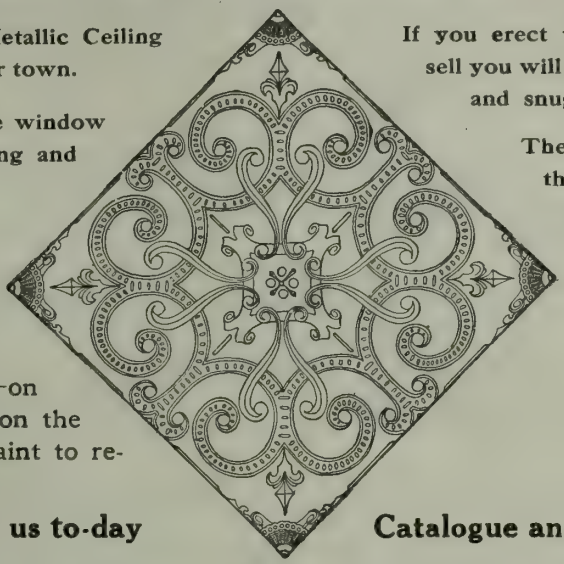


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"Boost Them, Mr. Hardware Man, Boost Them."

Get the "Metallic Ceiling Name" in your town.

You can do it by a little window display, a little advertising and a little talk.



If you erect the Metallic Ceilings you sell you will appreciate the true lines and snug fit of OUR plates.

They can't "run" because they're dead square. They go on quick and easy.

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Get in touch with us to-day **Catalogue and Samples on Request.**

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(20)

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You will find "Safelock" the best selling line of fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked, at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

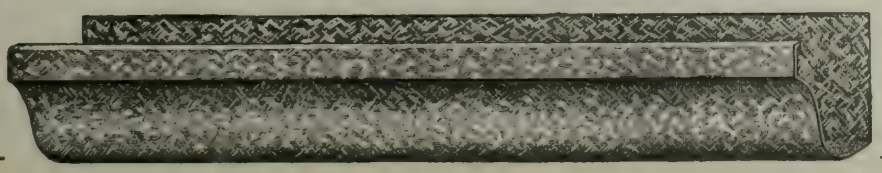
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Ours are noted for their uniformity and the ease with which they can be put up on the job. Other well-known lines of ours are Ventilators, Skylights, Ridge Roll, Valleys, Elbows and

CORRUGATED IRON

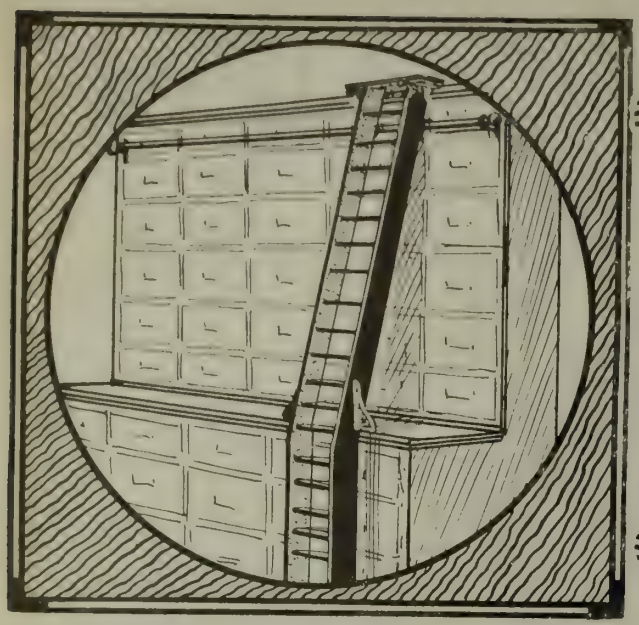


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Wheeler & Bain

THE QUICK SHIPPERS

Toronto, Canada.



You can easily reach every shelf in your store by using a

Bicycle Step Ladder

It works noiselessly and easily, a gentle push sufficing to move it many feet. Being supported on solid foundations, it is absolutely safe and the adjustments prevent it jumping the track when it is in motion.

Far from disfiguring a store a Bicycle Step Ladder with its light metal track and handsome turned pole is very ornamental.

We design Bicycle Step Ladders to meet all requirements.

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Delta Files perform every service that is demanded of the ideal file.

Delta Files are made from the best English Steel, with extra strong teeth.

Many Hardwaremen are making Delta Files a specialty, as they give satisfaction. **Write for price list.**

DELTA FILE WORKS - - PHILADELPHIA, PA.

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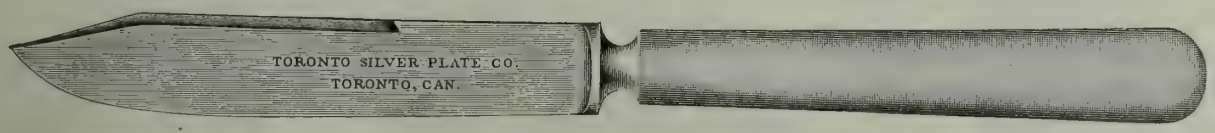
Canadian Selling Agents—H. S. Howland, Sons & Co, Toronto; Stark-Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

Will the trade please remember that

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Are Not in the Trust, or are they Members of any Silverware Association or Combine.

And goods stamped with their name are absolutely guaranteed as to quality.



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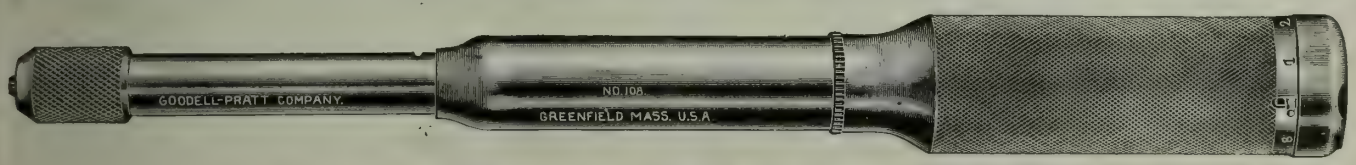
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THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

Coppersmiths and Brass Founders, : : : : : : TORONTO, ONT.

NUMBER

108



AUTOMATIC DRILL

Every dealer who takes pride in the quality of the goods which he offers should have this fine drill in stock.

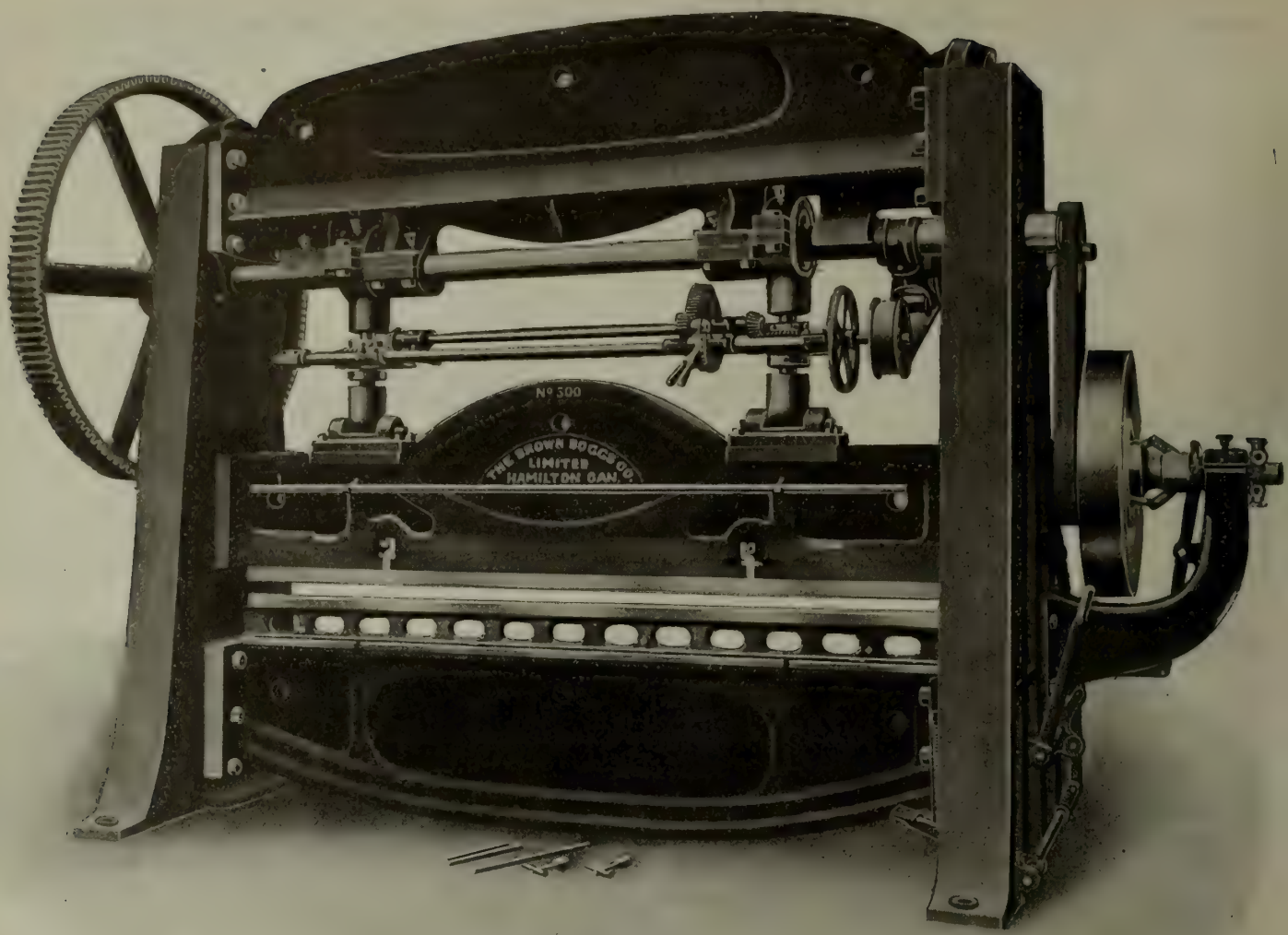
Its design and construction are the results of more than 20 years devoted to the manufacture and sale of such goods.

We KNOW it is RIGHT and YOUR customers will appreciate it.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



10 Foot Power Press or Brake

Capacity, No. 10 Gauge Soft Steel.
Weight, 28,000 lbs.

This machine is of the most MODERN design and embraces new features that are a distinct advantage. It is complete in every respect. Manufacturers of METAL WINDOW FRAMES AND SASH, FIRE-PROOF DOORS, ETC., will find it a most economical investment.

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TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES



Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used these will be always used. For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

Easy Work for Big Money

A few hours daily that you don't know how to fill?
Well here is a proposition you may like

JOIN THE MACLEAN ORGANIZATION

as one of its circulation men. You will have splendid scope on MacLean's Magazine, and later on the other thirteen publications as well.

Many of our most successful circulation men began as spare time representatives, but soon found their spare time work paying so much better than their regular work that they gave their whole time to selling the MacLean Publications. Their experience may be yours. Try it and see.

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REGAL, IMPERIAL, SOVEREIGN, CROWN, SHOT SHELLS



The most successful sportsmen choose DOMINION because of the unexcelled quality at the less duty price.

Dependable, High Uniform Velocity, Perfect Patterns

PENETRATE and KILL



Because we load all Smokeless Shells with CHILLED Shot which will penetrate the thickest feathers and not flatten out and stop in the down as Soft or Drop Shot.

Buy Guaranteed Canadian Made Ammunition.

Dominion Cartridge Company, Limited, Montreal

REMINGTON UMC
TRADE MARK

RIFLE AND PISTOL CARTRIDGES

For One-Shot Kills



For small game, big game, target or protection in any make of gun under all weather conditions.

The uniform ignition due to the perfection of the famous Remington-UMC primer, makes for sure fire, accuracy and penetration.

In Remington-UMC big game cartridges, perfect combustion, accurate gauging, guarantee uniform flight in long range shots.

Order now through your jobber.

Our extensive advertising insures your sales.

Remington-UMC THE PERFECT SHOOTING COMBINATION

Remington Arms-Union Metallic Cartridge Co.

299 Broadway, - - - New York City

A Barrie Store Designed on Modern Lines

J. R. Hambly, Whose Store was Burned Last Winter has Replaced it With Fine Building—Equipment of Most Improved Construction—All Fittings Selected for Convenience and Space-saving Qualities.

When J. R. Hambly's hardware store, at Barrie, Ont., was destroyed by fire on March 16th last, he was the recipient of messages of sympathy from every part of the province. For, having been a president of the Ontario Retail Hardware and Stove Dealers' Association, and one of its most active promoters, his friends are legion, among the trade. Now, however, it is in order for these same friends to extend their congratulations. Mr. Hambly is now settled in his new premises, which will compare favorably in plan and equipment with any in the province.

A Big Loss Sustained.

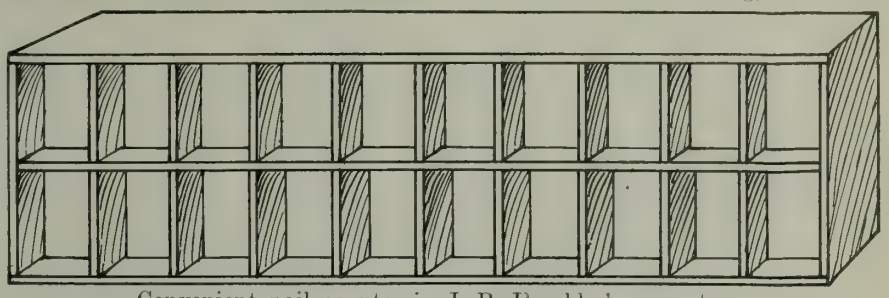
The fire which gutted his store last March was a serious one, and the loss was considerably larger than the insurance. The stock which had escaped utter destruction was badly damaged. The bright labels on the paint stock and other tinned packages had lost their lustre, and the tinware and polished goods were smoked up in bad shape. It was a sorry looking spectacle after the fire had subsided and the water had been turned off.

Mr. Hambly, however, did not lose any time in lamentations. As soon as the insurance had been adjusted, he secured temporary quarters, sorted up his stock, held a fire sale, and ran off the slightly damaged goods at prices which created a demand.

Meanwhile, the builders had been busy renovating the burned-out premises, and, on June 1st, only about ten weeks after the fire, Mr. Hambly moved back to the original store which had been thoroughly repaired, and remodelled to suit the needs of a present-day hardware business.

Arranged for Convenience.

The new store, views of which accompany this article, has a show room space of 120x28 feet, with the stock arranged to secure the greatest amount of convenience to both clerks and customers. On each side of the entrance is a show window 6x8 feet in size. Entering the store, the first feature to attract attention is a beautifully-finished oak wall case, on the left. This case is 10 ft. long by 8 ft. high, and is devoted to the display of silverware and cut glass. Beyond this case the shelving for tin and graniteware extends to the elevator, beyond which is the paint department.



Convenient nail counter in J. R. Hambly's new store.

Ample room is given in this department for the display of a representative line of paints and varnishes, and, immediately behind, is a convenient storeroom for surplus paint stock.

Commencing at the left of the entrance, and in front of the wall case and open shelving, 24 feet of silent salesmen extend toward the elevator. These are devoted to the display of silver and glassware, fancy brass goods and similar specialties, of which Mr. Hambly makes a decided feature. The display in this department is arranged with a care and taste which give an exceedingly attractive appearance.

Arrangement on Right Side.

At the right of the entrance is a built-in wall case, 12 feet long, for the display of guns and tools, which are arranged most artistically. Extending from this case for a distance of 40 feet are 12 rows of Bennett drawers.

Adjoining this is another 12-foot counter, fitted in front with one shelf, above which pigeon-holes 10 inches quare extend the entire length of the counter.

In front of the gun and tool case is a combination show case 12 feet long. The back of this case is fitted with two rows of drawers, and two narrow shelves in front for display of seasonable goods also run along the bottom below the glass. Next to this show case is an open-front counter 12 feet long, with a 10-in. panel base. The two shelves in the open front accommodate a supply of neatly-arranged seasonable goods.

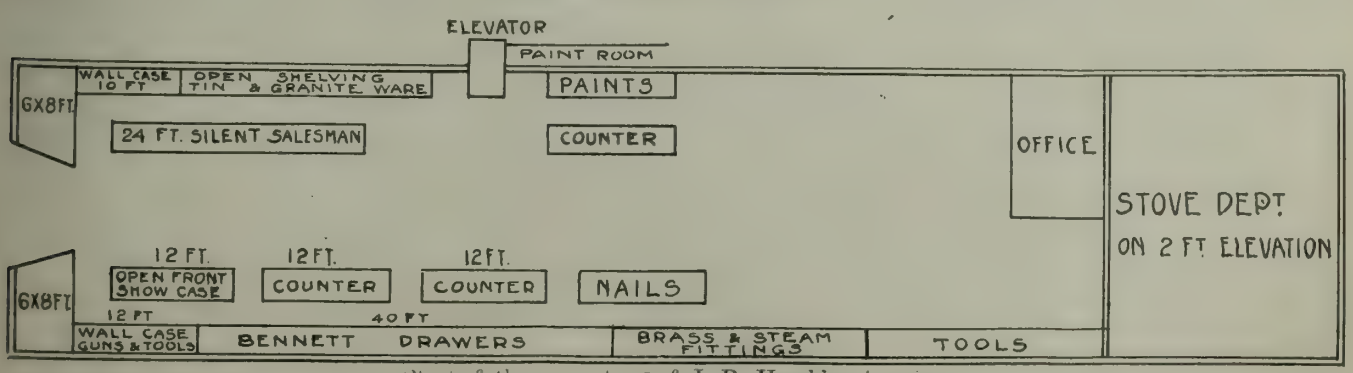
A Convenient Nail Counter.

Beyond this is a nail counter 12 feet long, with a double row of bins on each side, sufficient to hold every size of nail manufactured. The convenience of this arrangement in handling nails can be readily conceived, as any size is easy of access without the slightest delay, and besides, the customer can see what he wants before he asks for it. The time-saving value of this arrangement is at once apparent, and this is an important feature in selling such a line as nails.

Behind the nail counter are kept the brass and steam fittings, and beyond this is the tool department.

Stove Department Elevated.

At the rear of the store the stove display is made. Here again the same good



Plan of the new store of J. R. Hambly, Barrie.

taste in display and arrangement is shown. The department is not overcrowded and is very easy of access, the idea in mind when planning the department was to give every facility for the demonstration of individual stoves, so that customers could comfortably examine every feature of any stove in which they might be interested.

Two large skylights give the stove department a very bright and cheerful appearance, and show off the stock to best advantage.

Just between the hardware and stove departments is a roomy and well-lighted office, with vault accommodation. The office is splendidly furnished.

Some Features of the Equipment.

On each side of the store a traveling ladder gives ready access to the shelving.

At night the store is brilliantly illuminated with Tungsten lamps, ten in number, each of which has a capacity of 100 candle power. The effect upon the brightly-polished goods in the show cases and silent salesmen may be imagined.

On the second floor is located the plumbing and tinsmithing department, and above this is a storeroom for various kinds of stock.

At the rear of the store is a large storeroom, 50 feet long, for heavy goods, with a convenient side entrance.

In the lay-out of the store every bit of space has been used to advantage, but in no part is there any appearance of disorder or over-crowding. Goods are arranged in such an attractive and convenient manner that the visitor who goes in just to have a look will feel strongly tempted to buy something before leaving.

Busy Times in Fire-Swept District of the North

Heavy Demand for Hardware is Felt — Dealers are Already Established in Business Again — New Firms Entering Porcupine — Frank Child's Store at Matheson Saved.

Cochrane, Ont., July 18.—There is a silver lining to every cloud and the losses sustained by the hardwaremen in this section during the dreadful fires of a week ago are being partially compensated for by the wonderful rush of business now being experienced. The rebuilding of this town will mean a great deal of business for the hardware dealers. Already there is a heavy demand for nails, locks, hinges, tools, lime, and all the hundred and one articles necessary in building operations. In order to meet the demand, carloads of material are being shipped in.

Local hardwaremen are already started in business. Frank A. Child arrived the latter part of last week with a big stock and with tents to serve as temporary business quarters. He is already well ensconced under canvas and is doing a good trade. Mr. Child's store at Matheson was saved, despite the fact that it was thought last week that the whole town would go. Mr. Child will not reopen at Kelso Mines, but will, as soon as possible, start work on the construction of his new cement store building.

New Stores Starting.

Porcupine, July 18.—The inevitable reaction from the despair which settled down on the inhabitants of this sorely desolated spot has now set in and the work of rebuilding has been started with almost feverish energy.

The Bell & Rochester hardware store will be rebuilt on Bruce Avenue. It is asserted that the Geo. Taylor Hardware Co., of Cobalt, have taken an option on two lots here to-day and that they are considering starting here in the hardware business. Leslie Taylor will also locate here.

It is understood that Hardwareman Joy, of South Porcupine, who had a stock of $11,000, suffered a heavy loss. He had ordered goods in Toronto to the extent of two carloads, including a large consignment of stoves, just a short time before the tragic conflagration. Luckily, the goods had not been shipped and he was saved that loss.

Big Shipments Made.

Toronto, July 19.—It is quite apparent that the next few months will see a big business in hardware in the fire-swept regions of northern Ontario. The steps being taken to rebuild the towns without a day's delay necessitate the consumption of a great amount of hardware.

"We are receiving rush orders by telegraph for carloads of goods," said a local jobber to-day. "Apparently South Porcupine is cleaned right out, as all our orders have come from Golden City and Cochrane. At present Golden City is the base of supplies for Porcupine."

Large shipments were made the first few days of the week, but the rush of business has continued pretty well ever since. The orders were mostly for building material, such as roofing, tar paper, chain, ropes, etc. Considerable glass and general hardware has also been shipped up.

Stove manufacturers state that a heavy demand has been felt for certain grades of stoves, particularly camp stoves. This kind of heater will serve for use in the tents and rough buildings which will have to serve until more substantial structures can be erected.

It is not at all likely that any of the wholesalers or manufacturers will suffer loss as a result of the fire.

TELLS OF OLDEN DAYS.

Interesting reminiscences of olden days in Montreal are related by L. J. A. Surveyor, one of the best known of Canadian hardwaremen, in the "I remember" column of the Montreal Star.

"A wholesome life it was," said Mr. Surveyor. "The people lived longer then. I feel certain they were happier then than they are now—driven, as they are, for the most part, by the goad of material desire. No one thought then of great riches. Men did not worry themselves to death about making money. Nor did we sit up till one or two o'clock in the morning. We went to bed at reasonable hours and got up fresh the following morning."

"Between the tallow candle and the electric light (now in the homes of the poorest), there is quite a contrast?" was suggested.

"Yes; but with the tallow candle there was just as much pleasure in life as there is with the electric light. We all find and accept our metier," said Mr. Surveyor, philosophically. "Most people used the tallow candle at the time I refer to which was in the early fifties; but some used sweet oil. This was rather expensive, and could not be afforded by the generality of the people. After the sweet oil came the coal oil; and a Mr. Chanteloupe made a lot of money by a patent invention by which he made it possible to use the coal oil in the sweet oil lamp. Coal oil was quite an innovation, and an immense surprise and delight, after the candles. The stores of the city were illuminated with it, and, contrasted with the previous darkness of the streets, the change was enormous."

Mr. Surveyor has been connected with the hardware business since boyhood, almost. He was clerk successively in Messrs. Ferrier's and Davidson's. As such, he came into contact with many of the British officers, under the old military regime.

"They used to come to buy portable bath tubs; and sometimes I would sell them as many as twelve in the day," he said. "Some of them were rich; all were merry. But you could easily tell those that were poor. The rich ones paid little attention to them. Not that they shunned them in any way; but, knowing how matters stood, they would not try to connect them with their expensive pleasures."

Price Marking is Now Widely Favored

Dealers Find That Arguments in Favor Outweigh the Objections—The Experience of H. Occomore, Guelph, in This Respect —Montreal Dealer Gets Best Results—A Knack in Writing Price Cards.

That price marking pays is accepted by a majority of hardware dealers nowadays. Not so long ago, few stores could be found where cards were prominently displayed with the price of articles marked thereon. To-day, the card is a feature of practically every window display and it is also used to good effect in the stores.

Some dealers still cling to the belief that price marking is not advisable. There are, of course, arguments to be adduced in favor of this view. If the price of an article in the window is not marked, it sometimes happens that people will walk into the store to find out what the price is. This happens rarely and it is perhaps safe to say that, for one who would walk in to inquire, half a dozen would pass along without learning of the price, whereas the marked article is seen by all.

"The only objection I have to price marking," said one dealer, to the writer recently, "is that it loses a lot of business for you with the class of people who look at price only and do not think of quality. For instance, a man sees an article in my window marked at $2.25. Being one of the class of men who consider cheapness the most desirable quality of all, he goes on to other stores until he sees something in the same line marked at $1.75. He immediately goes in and buys the cheaper article.

"Now, if the price had not been displayed so that he could see the price for himself, that man would probably have come in to see me about it. I would then have had a chance to point out the good value behind the price, the superior quality of the article itself. If at all amenable to reason, he would buy the article exposed instead of hunting up something cheaper in the same line. The one weakness of the marking system is, therefore, that it gives customers the chance to reach decisions by themselves, without appealing to the salesman within."

To offset this, the price marking system draws trade to the store which otherwise would have gone elsewhere. Two people will stop to look in a window where prices are sown to one who would pause before a display of unmarked goods. The system results, therefore, in interesting more people in the goods displayed than could be secured in any other way. If the prices are right, the amount of business resulting will absolutely discount any losses suffered as a result of people looking for cheap goods.

Useful at Certain Seasons.

The price card is particularly useful at certain seasons. It was found an important factor during June when goods for wedding presents were very much in demand. A Montreal dealer states that one window display in his store window during the first two weeks of June brought him a most exceptional volume of business. He showed an assortment of cutlery, cut glass, silverware and brass goods tastefully arranged and with the price of each article clearly marked. The business done in such goods rather astonished, as well as delighted, this dealer.

"In looking for a wedding present," he explains, "people know just about what they want to pay for it, and that is about the only definite piece of information they carry around with them. Their ideas on the question of selection are vague. Consequently, when they see a display of goods suitable for the purpose, they look just at the price. Articles which do not conform to the financial terms they have settled upon, are passed over. Most people look for something which will cost about what they want to pay. As a natural result the window display with prices shown will secure twice as much attention from wedding gift seekers as the one lacking in that essential."

In the Store.

This rule holds goods to a certain extent in the store. Although few stores are seen where goods on counter and shelf are price marked, there is a tendency now toward the establishment of "specialty tables," where goods are placed, which sell at one price. This idea, borrowed from the departmental and the 5, 10 and 15 cent stores, is being followed by a great many, and it has proven a success in practically all cases.

A dealer who has adopted the plan with considerable success is H. Occomore, of Guelph. Mr. Occomore confines his stock to stoves and kitchen goods almost exclusively and he has, therefore, a smaller variety of goods to choose from for this purpose. He keeps a table in the centre of the store where small articles for table and kitchen use are displayed—tin cups, small saucepans, frying pans, etc. All goods on the table are sold for 10 cents, as a large sign attests.

"We get splendid results," explained Mr. Occomore. "The goods on the table are left pretty much to sell themselves, and it is surprising how quickly the stock is sold out. The other day a man came in to see me about a matter of business and his eye had no sooner lighted on the goods on the table than he went over and gathered up an armful—as many as he could possibly handle. 'We are holding a picnic today,' he said, 'and these things will just come in handy.' He bought several dollars worth of things which would come in handy for picnic purposes."



A Window in a Western Store Showing the Price of Each Article Marked Clearly.—Good Results Were Obtained.

Sells Aluminum Goods.

Mr. Occomore also maintains a table of aluminum ware close by, on which each article is price marked. Despite the fact that aluminum comes higher than tinware or granite, these goods sell well and the displaying of the price certainly does not deter business in any sense.

HARDWARE AND METAL

(ESTABLISHED 1868)

THE MACLEAN PUBLISHING CO., LIMITED

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MAINTENANCE OF PRICES.

New light was thrown on this much discussed question in the course of an address delivered by Mr. Rowley, of the E. B. Eddy Co. before the Ontario Wholesale Grocers' Guild in annual convention at Toronto. The Eddy Co. have for the past quarter of a century followed a "contract selling plan" by which they sell to the wholesaler at a set price and bind him to sell to the retail trade at no lower than the price fixed from time to time in their lists.

This procedure was not in restraint of trade, argued Mr. Rowley, quoting to substantiate his remarks the judgment of the late Judge Kekewich in the case of Elliman vs. Carrington. This celebrated case arose through the defendant having purchased goods from the plaintiffs on an agreement not to sell the goods at less than a certain specified price and further not to sell unless a similar signed agreement were received from the retailer supplied. The defendant sold goods without procuring the required agreement and advanced the defence, that the contract was in restraint of trade. Judge Kekewich ruled out the defence, and concurred entirely in the claim of the plaintiffs that they had the right to control the price at which their goods were to be sold. The judgment read in part as follows:— "The plaintiffs are the manufacturers of Elliman's Royal Embrocation for horses and cattle, and Elliman's Universal Embrocation for human beings. They are not bound to sell the embrocation at all; they are not bound to manufacture it. They are at liberty to do as they please and when they have manufactured it they are at liberty to sell it at whatever price they choose to fix—it may be a prohibitive one, or it may be such a small price that they cannot make any profit out of it. That is entirely for their consideration. Carrington & Son are minded to buy Elliman's goods with a view to selling it again, that is, to buy wholesale in order to sell to others retail, and Elliman's make a bargain with them that they shall not sell it below certain prices—that part of the bargain has not been broken—and that when they sell to others they will procure from those others an agreement that they will not sell it below certain prices. Why should not Messrs. Elliman be at liberty to fix the price in that way? Nobody has argued, and it could not possibly be argued, that they are not at liberty to fix the price on the first sale to Carrington & Son. Why should they not be at liberty to make the further bargain with Carrington & Son that they should not sell it below a certain price. It is said that it is in restraint of trade. In one sense it is, but it is just as much and no more in restraint of trade for Elliman's to say that they will not sell at all. It seems to me that what is restraint of trade as regards Carrington & Son is really the liberty of trade as regards Elliman's."

A good many firms are now following the policy of fixing, and rigidly adhering to, resale prices. That they have a perfect right to do this seems to be unquestioned. That good results follow also seems assured, insomuch as many prominent manufacturers have achieved a wide measure of success by adopting this principle.

KEEP STOCK UP TO MARK.

It not infrequently happens that dealers allow certain articles to run out and do not discover the shortage until a customer makes demand for that particular article. This will happen in the best regulated stores unless there is co-operation among all members of the staff to keep the stock right up to the mark. What is needed is "team work," to borrow a phrase from the sporting writers. Each clerk should report to headquarters when he discovers that the supply of a certain line is running low. To make sure that he does not forget, the clerk should jot down a memo as soon as he discovers that any line has dwindled down. If this system were followed out systematically, it would do away with the possibility of shortages and likewise save the proprietor much work and worry. If followed still further, this system could be broadened to enable the buyer to know at any time approximately what stock was in the store. He would then be protected from the danger of ordering too heavily, as well as from the possibility of being caught without any stock of certain lines.

To make this co-operative system work easily, a "stock want book" should be provided. Place it at the disposal of each member of the staff, with instructions to enter particulars when any stock fell to the minimum mark set. Then follow the entries up by prompt ordering and little trouble will ever ensue on the question of shortages.

This want book could be used for a double purpose. Customers will frequently ask for articles which are not carried, and never have been carried, in the store. Let the clerks enter all such enquiries in the book, as well. The proprietor may find it to his advantage later to stock some of the goods thus called for.

PRICE-CUTTER WAS CAUGHT.

Price-cutting is never justifiable, except perhaps when it is desired to clear out old stock, which has been kept for some time and has depreciated in value. This necessity never arises if the dealer takes pains to see that nothing is at a standstill in his store and that his stock is kept moving. Price-cutting means the loss of a legitimate profit. It is doubly dangerous from the fact that it slowly undermines the price-cutter's own market.

Some dealers are unwillingly led into it through fear of their competitors. "The other fellow will get all my trade if he sells below me," is the thought which prompts many men to slash their figures below the point where profits end and losses begin. A case of this nature came to the attention of the writer some few days ago. A customer entered the store of a small hardwareman and asked the price of turpentine. He protested loudly that the figure named was away too high. "I got a gallon last week at—(naming the dealer's closest competitor)—for 50 cents less than you ask." The dealer laughed at the idea, but the customer produced a bill and showed the price marked. "If he can sell at that price, I can," declared the dealer, stubbornly, and he poured out a

gallon. The price he had himself paid for the turpentine was at least 20 cents more than he received, but he was prepared to make the sacrifice rather than let his competitor undersell him. As the customer was going out, a sudden thought struck the dealer. "Let me see that bill again," he said. "Look here, Mr. Brown, this price was for half a gallon. I thought there must be something wrong. We'll have to charge the regular price, after all." "I paid what you asked," said the customer, and he hurried out without further parley.

It is worse than folly to endeavor to undersell others in the business. If your competitor is bound to hand over his profits, do not try to outdo him in his insane course. One sale at a fair profit is better than a whole day's output where no profit accrues.

NO SALES TO REPORT, PERHAPS.

> Many of the proprietors of sporting goods stores in the province are making themselves liable to a fine of $50 for failing to make the returns to the Provincial Police, of all fire-arms sold during the three months ending June 30. The regulations are that the returns shall be made within seven days after June 30, and so far only a few have been received at the headquarters of the Provincial force.

The above clipping is from a Toronto newspaper. The likely explanation of the failure of hardware and sporting goods dealers to make returns of their sales of revolvers and air guns is that they have no sales to report. Since the new Offensive Weapons Act went into force, dealers have not been selling revolvers, except in very rare cases. The writer knows of several men who always did a large business in revolvers, selling to none but responsible persons, but who have not made a sale since the new legislation went into force.

ADVERTISEMENT CREATED SALES.

A northern Ontario hardwareman states that he recently had demonstrated to him the usefulness of live newspaper advertising. Some months ago, he reverted to the once-a-week system, running a good-sized ad. every Friday. About the time of the first really warm spell he advertised screen doors and window screens. The next day there was a marked interest shown in the subject. Practically every customer asked to see the stock, and he sold twenty-four screen doors, as well as a large number of window screens—more than he had expected to sell in the first month.

"It pays to advertise," was his comment. It might be added: It pays to advertise—well.

THE MOTOR-CYCLE TRADE.

A writer in the Ironmonger makes the statement that a British retail firm sold over 200 motor-cycles last year. This incident shows to what an extent the trade has grown in the Mother country and it also indicates that the hardware dealer is becoming the medium for the distribution of motor-cycles. In commenting on the situation, the writer says:—"Thousands of cyclists will buy motor machines this year. There is no doubt about that. Why, then, should the ironmonger not step in and appropriate his due share of the business? Moreover, there are the accessories, the petrol, and the insurance to be thought of."

In Canada the motor-cycle has been fighting its way to a rather tardy recognition, but is gradually coming into its own. As a sport it is growing in popular favor and the demand for machines has shown a marked increase of late years. The hardwareman should keep his "weather eye open" and avail himself when the opportunity arises of the profitable business in this line.

THE BINDER TWINE SITUATION.

The extreme hot weather which prevailed until a week ago and the resultant lack of rain threaten to impair trade in several directions. It is reported that a great many farmers are cutting their crops by mowers, with the result that the call for binder twine has not been as heavy. One firm, which has always experienced in past years a particularly heavy demand for twine, report that so far their sales have fallen off by forty per cent. Other statements of a similar nature have been heard, although some dealers state that they think the late demand will even up matters.

In order to stimulate demand, the firm mentioned have placed a man on the road to canvass orders for binder twine. He has met with fair success and hopes to bring the sales for the year up to the average.

POINTED EDITORIALS.

Handle leather belting and "rope in" the profits that are to be obtained.

* * *

A hardware retailer sold 37 lawn mowers in three weeks. If he continues to do business at this rate, he will require a lawn mower to keep his coupons clipped.

* * *

Although considerable discussion has been heard on the score of resale prices of late, the question is by no means a new one. Some firms have fixed resale prices for the better part of half a century.

* * *

There is a silver lining to every cloud. The hardwaremen who suffered heavy losses in the Northern Ontario fires are now experiencing a heavy rush of business as a result of the building operations in the burned out towns.

* * *

Although it has hit the bottom rung of the price ladder regularly for the past six weeks—according to the prophets—turpentine is still going down. Its course has been too erratic for accurate forecasting.

* * *

It is about time to begin thinking of the shooting season. August will not be long in passing, and the duck season will be opening, with bigger game following closely. It is best to be well prepared for this branch of the fall trade.

* * *

With the master painters in convention, Toronto might reasonably expect a coating of red, but the delegates have been so busy getting pointers on improved means of applying paint of all colors that they have not had time to devote to that one special kind.

* * *

One firm report an advance of fifty per cent. in paint sales after changing their paint stock to a more favorable location in the store. If the dealers, who stack up their paint on dusty shelves behind rows of brooms, were to bring the stock out into the light, they would soon find a change for the better in the results.

Aggressive Methods of Selling Seasonable Goods

How Some Dealers Have Gone About Creating a Better Market for Certain Lines—One Hundred Sleighs Sold in One Day —How R. Copeland Cleared Out a Large Stock of Lawn Mowers.

Many hardware dealers will state with positive finality that good goods will sell themselves and that it is not necessary, therefore, to go to any particular trouble to sell goods other than to carry the best, ask a fair price and see that the customer gets prompt service. There is, of course, a certain amount of truth in this. A permanent business can be built up only by carrying the best of stock and thus ensuring satisfaction. At the same time, the sale of the best article on the market may prove slow if the dealer keeps his stock in the background. Sales will be accelerated if the dealer does his best to keep the goods to the front and to feature them at seasonable times. An article of good quality in daily use in the customer's house will advertise itself more effectively than the same article on the shelf in the hardware store.

One of the secrets, then, of successful retailing is to draw the attention of the public to certain goods at the seasons of the year when those goods will be needed most. An effective window display, a catchy ad., will often bring a surprising amount of trade, people buying who would otherwise never have thought of purchasing.

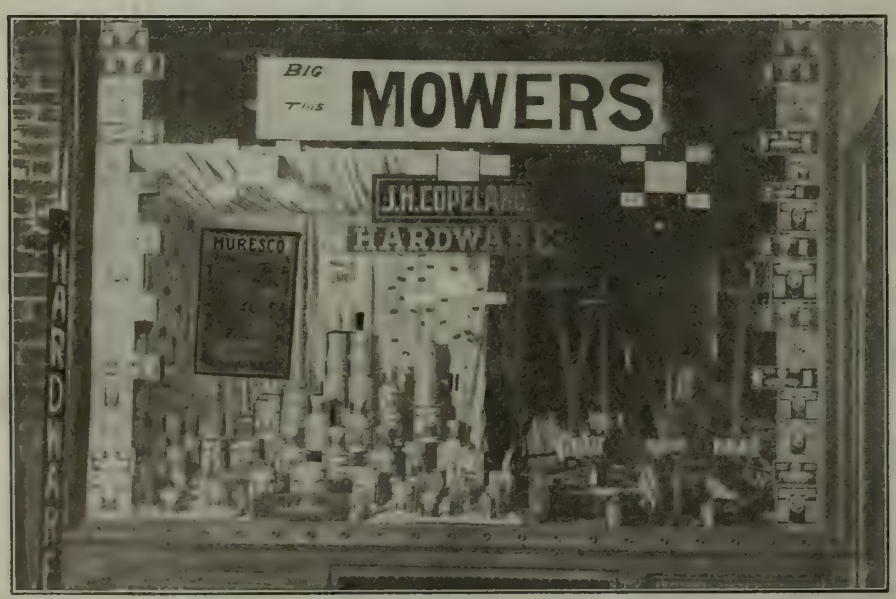
An instance came to the attention of the writer a few days ago. It may seem rather belated, but it is worth quoting, on account of the bearing it has on the question of the worth of store window displays. In the new store of the Bond Hardware Co., Guelph, the store windows are of exceptional size and therefore lend themselves to large displays of stock. Although the store was in what might be termed a transition stage last Christmas, it was found possible to use the windows and, a few days before the close of the Yuletide shopping rush, a display of sleighs was put in. The day before Christmas, there was a tremendous rush of business in that one line and by evening the window presented a sadly riddled appearance. No fewer than one hundred sleighs were sold on that one day, which certainly sets a record for the sale of goods of that variety.

Big Sale of Screens.

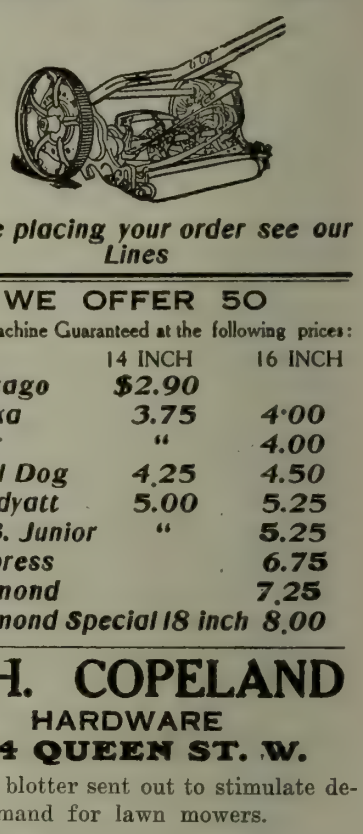
As an evidence of the power of printers' ink, reference may be made to the experience of Creeper & Griffin, Owen Sound, this spring. They advertised screen doors in one issue of the local papers and the next day sold twenty-four doors. This occurred early in the season and was, therefore, a striking manifestation of the salesmaking force of a well-written newspaper ad.

Record Sale of Lawn Mowers.

Here is another instance, illustrating the splendid results to be obtained where an energetic effort is made to push the sale of a certain line. This spring, R. Copeland, who conducts the J. H. Copeland hardware store on Queen West, Toronto, ordered a large supply of lawn mowers. They arrived about April 27, and Mr. Copeland at once set about creating a demand for them. He dressed his window with samples of mowers, attaching to each the price in aluminum figures of good size. As will be seen by the accompanying illustration, the display was well arranged and calculated



The window display of lawn mowers, dr essed by R. Copeland, Queen Street W., Toronto.



Copy of blotter sent out to stimulate demand for lawn mowers.

to attract attention. He then cast about him for some means of advertising the goods in his own particular section of the city. The daily newspapers, which covered the whole city, were not the medium he desired, as his business is confined largely to one section. He did not believe it would pay him to send around circulars, as it had been his experience that people did not pay enough attention to them to bring the results. Accordingly, he hit upon the idea of blotters. He ordered a large supply, with printing on the back, as shown in the illustration, and sent them out to all the householders in that neighborhood.

That both the window display and the blotter brought results was soon apparent. People came into the store and asked for mowers which they had seen in the window, for such and such a price. A large proportion of the sales were made in that way. Others came from sections quite a distance from the store, from people who could have se-

cured mowers from dealers closer to home. This was due, Mr. Copeland believes, to his "blotter campaign."

By May 24, he had sold 37 mowers, representing in all about one hundred and sixty dollars—a heavy record for three weeks. Sales have continued since, though in smaller volume, and Mr. Copeland has only one mower left out of his large stock. His sales this year have been considerably more than double the number disposed of in past years.

With such incidents adduced as proof, it is no exaggeration to say, that aggressive publicity methods will create a demand for new goods and stimulate the demand for old lines. A good window display will catch the eye of people who had not given thought previously to the need of the particular article shown in that window. A good newspaper advertisement will do the same. Such measures are peculiarly effective at seasonable times. "Strike while the iron is hot" is a good motto to remember in pushing the sale of hardware lines.

First Rain Storm for Drummers' Snack

Tenth Annual Outing of Good-Fellow Organization Passes into History as Splendid Success—Georgetown Seems to Be Ideal Place for Such a Gathering and Likely Will be Permanent—Travelers Attend From Far and Near—Toronto and Hamilton Both Win Ball Games—The Change of Officers.

(Staff Correspondence).

Georgetown, Ont., July 20.—Trials and tribulations, garbed in thunder and lightning and driving rain danced attendance at the tenth annual outing of the Drummers' Snack Club of Commercial Travelers, which was held in this town



Boy Scouts in attendance at the Snack.

on Friday and Saturday of last week, but though it all, the determination of the Knights of the Grip forced a way to cheerfulness and when the celebration came to an end on Saturday night the citizens of this place, in fashion unmistakable, demonstrated that never before had they enjoyed a visit as much, while the drummers went home in similar good humor.

Never, in all her history has Georgetown passed through a more strenuous two days, and when it was all over there were many merchants ready and anxious to admit that they had never known the travelers before, at all. From the moment those salesmen from Toronto, Hamilton, London and other places in Western Ontario struck town to the time the last train bore away the "stickers" there was something doing every minute. All one has to do to get the picture, is to consider some drummer visitor in whom the spirit of banter —restrained, is apparent, and then think of him out in the free open, with nothing to sell and not a thing in the world to think about but fun; and then multiply that man about five hundred times. Unless the writer is greatly mistaken the painting limned by imagination will represent comic action spelled out in capital letters; and that was exactly what it was. A band of Comanche Indians, on the warpath, might have made more noise, but would not have been half so funny.

The Georgetown Welcome.

Then, too, the residents of Georgetown, from Mayor Grant down, entered so completely into the spirit of the affair, that if the visitors had chosen to put them under lock and key during their occupation of the town they would have considered it good fun. This genial, whole-hearted reception gave the drummers room, literally speaking, to swing themselves, which they did, with a vengeance, and as may be imagined, Georgetown folks enjoyed it all almost as much as they did. And when it came time to vote at the annual meeting on Saturday morning on the place of meeting for next year there wasn't a dissenting voice, and the manner in which G-E-O-R-G-E-T-O-W-N was spelled out showed that this spirit was fully appreciated. In fact, this town seems to be the ideal spot. It is reasonably close to Toronto, Hamilton, London and other centres, and is pleased to have the travelers come, and it is possible—probable even for that matter—that it will be the permanent "Mecca" of the men for some years to come, at least.

The Annual Meeting.

They were not such a bad-looking crowd either when the roll was called at 8.30, at the annual meeting; maybe it was a little later than that; but not much. And their heads were quite clear for the business was rushed through in speedy fashion. Letters of regret were read from one or two, and then the electioneering began. Some of it was quite simple, for, generally speaking, the principal officers merely took a step more. So, George Smye, of Hamilton, last year's vice-president, marched up to take the seat to be vacated by J. H. Wildfong and was acclaimed the new president; William Meen, Toronto, took Mr. Smye's vacant chair, while George Campbell replaced "Billy" as Toronto Secretary. "Charlie" Smye was re-elected to the Hamilton secretaryship.

Robert Algie, recognized as the founder of the club, then pleaded to be released from the duties of general secretary-treasurer, and said he thought the time had come when the Home Secretary, J. H. Willoughby, Georgetown, should undertake those duties. Charlie Smye, however, thought the Home Secretary had quite enough on his hands as it



The famous Sol Walters holding down third sack.

is, and so P. McIntosh, of Toronto, was elected to fill Mr. Algie's place, after the latter had been renominated for the chair and declined to act. "Bob," as he

is generally known, pointed out that he was only giving up a job, not severing his connection with the Snack Club. The other officers are as follows:

Home Secretary, J. H. Willoughby, Georgetown; Hamilton Executive, R. E. Smith, Wm. Dore, S. Male, W. Pringle, P. A. Somerville, Col. Stoneman.

Toronto Executive: C. A. Colwell, Sol Walters, Walter Madill, W. Mills, Walter Scott, W. Shaver.

Executive at large: J. D. Abraham, London; H. H. Rennie, London; Bert Groskurth, Orangeville; O. Wilder, Orangeville; Alex. Thompson, Guelph; W. Burch, Guelph; W. J. Moody, Berlin and Waterloo; Percy Wiggins, Owen Sound.



STARTER "JACK" WILDFONG, TORONTO,

Auditors: John Charles, Toronto; W. J. Reid, Hamilton.

These elections had been carried out under a new constitution.

A satisfactory annual report was presented as well as other minor ones. The number of club buttons sold for the outing was 544, of which J. J. Allan sold 244, and the Snack in recognition of this fact, presented him with a beautiful silver-trimmed cut glass bonbon dish.

Invitations to the Drummers' Snack for 1912 were then given on behalf of Berlin and Waterloo, while Mayor Grant, of Georgetown, freely offered this village as the Snackers' stamping ground for next year also, and it was unanimously decided to hold the 1912 outing here.

Toronto Wins Ball Game.

The winners:—R. Asher, pitcher; Wylie, catcher; Geo. Arnold, R. Arnold, Smith, Gloucester, Barchard, Maltby and Easton.

The losers:—Geo. Rush, pitcher; Macdonald, Georgetown, catcher; (this order was reversed after the third inning) Corrigan, Dove, Wilson, Algie, Male, Kerchar, Forgrave.

Umpire, Arnold, of Georgetown.

Another Ball Game.

It wasn't long after this until the old(?) fellows had refreshed the inner man, and, after the great and only parade, in which Clown, and Headsman, and Cardinals, and Potentates, and Kings, and Farmers, and Fools, and Ambassadors, and Queens, and the others, all walked in the mud in line, they began to knock chips off each others' shoulders, so to speak, in lining up for the indoor ball game, played out in the park. Again it was Hamilton and Toronto men who were arrayed against each other for the Wildfong Cup. This time (there is no doubt about it) it was a ball game, for Hamilton won, 6 to 5, and, Sol Walters played first base for Toronto. That should be enough in itself. There were many features in this game unknown in other contests. For one, "Mike" Malone, after swatting a nice one in the second inning, got to first base in time to catch himself out. The Umpire 'lowed as how his intentions were good.

Twenty Years Ago
In the Canadian Hardware Trade

The following items are gleaned from the columns of the July 25, 1891, issue of Hardware and Metal:

The hardware merchants of St. John, N.B., have decided to give their clerks a half holiday on Fridays, among those agreeing to this being, W. H. Thorne & Co, S. Hayward & Co., A. M. Rowan, Cowan, Ellis & Co., T. McAvity & Sons, F. A. Young, F. Beverly, Ed. A. Everett, Clarke, Kerr and Thorne.

Editor's Note.—Many of the firms mentioned in this list are still in business in St. John.

Skead and Graham, hardware dealers, Winnipeg, have dissolved. C. W. Graham will continue the business.

Edward S. Farren, tinsmith, St. John, N.B., is removing to St. George.

Tin plate and sheet material generally have occupied an artificially high plane of value throughout the spring and summer. This fact may be attributed to causes operative several months ago, the principal one being over cautious buying. The consequences is that buyers generally have paid considerably more for their material than they would otherwise have done by ordering last fall. The figures last year were $3.80 to $4.50 on cokes and $4.00 to $4.25 on charcoals. This season cokes have run up as high as $4.75 and charcoals $5 to $6. Within the past fortnight, however, matters are radically altered; supplies negotiated some time ago arriving with more freedom, and the stringency of the market has been relieved Values have already eased off to a more normal position and now cokes are quoted at $3.75 to $4 and charcoal $4.25 to $4.50.

Editor's Note:—It is interesting to note that plates to-day cost quite a little more than twenty years ago, as a comparison between present quotations and the figures given above will show.

NEW HARDWARE SPECIALTIES FIRM.

D. N. O'Byrne, manager of the Merchants' Hardware Specialties, Limited, Calgary, Alta., was a visitor at Hardware and Metal office, on Friday of last week. Mr. O'Byrne has spent five weeks in the East securing agencies for his firm, and he has made arrangements with several important manufacturers of hardware specialties.

Mr. O'Byrne will return to Calgary this week, and will lose no time in placing his lines before the Western trade. Having covered Western Canada as a traveling salesman for a number of years, he is personally acquainted with nearly every hardwareman in the West.

RETIRES AFTER 36 YEARS—REMEMBERED BY EMPLOYES.

Montreal, July 18.—A very pleasant gathering took place on Saturday in the manager's office of the Montreal Rolling Mills Co., when Geo. Luckhurst was presented with a gold watch by his friends, the occasion being his retirement from a continuous service of thirty-six years with the Pillow & Hersey Mfg. Co., and later with the Montreal Rolling Mills Co., since this company took over the former.

Mr. Luckhurst replied in a few well-chosen words, expressing his appreciation of the gift, He will leave Montreal in September to spend a year in England, and will go receiving the very best wishes of all who were associated with him and the hope that he may enjoy every minute registered by the watch presented to him.

Leather Belting Trade Leads to Other Business

Leather Belting is Not Only a Lucrative Line in Itself to Handle, But it Brings Dealer in Touch With Manufacturers and Enables Him to Secure Business in Other Lines.

The factory trade is very desirable from the standpoint of the hardware dealer. It covers a wide range; in fact, everything in the line of hardware is required at some time or other in the factory. As a means of getting in touch with the manufacturing demand, the retailing of leather belting will prove a valuable measure.

In handling belting, the dealer comes into touch with the heads of manufacturing concerns and departments. It means a more or less steady trade with the factories and the opportunity is thereby presented of getting other business. A hardwareman, located in one of the busiest industrial cities of Canada, relates how he managed to build up a profitable tinsmithing department largely as a result of factory patronage secured through his having supplied one manufacturing concern with supplies, including belting. He had been supplying this firm with tools and hardware specialties off and on for some years, but had been getting only a share of the trade. When he branched into leather belting, he found himself in sole possession of the local field, with the result that he soon acquired the patronage of the manufacturers. He had dealings regularly after that with the manager of the firm in question and pretty soon the latter was turning over more business to him in other lines than formerly. This was due, he figured, to force of habit, as his name came to the notice of the manager more often than others in the same business.

One day the manager accosted him with the remark: "I have considerable work for a tinsmith around here just now. You do that sort of work, don't you?" The retailer reflected. He kept a "handy man," who looked after the installing of stoves and did some tinning. He could, however, secure tinsmiths to do the work. "Yes," he replied. "I could handle the work for you." "Very well. Get the plans," said the manager, "and quote us your figure. If it is satisfactory, you can go ahead in a couple of days."

His figure proving satisfactory, he hired a couple of tinsmiths and started work. When that contract was done, more work cropped up, some in the same factory, some elsewhere. He kept the two men on permanently. Then he added a few more to his staff. Gradually, he worked up a large and lucrative business. To-day, he employs a dozen tinsmiths and keeps them busy almost exclusively in the factories.

This incident illustrates what can be done when the dealer gets in touch with the heads of industrial departments. The way is opened for the transaction of new business on a large scale and the result is an equal measure of benefit for both retailer and manufacturer, the latter benefiting from the fact that he is able to secure supplies almost at a moment's notice.

The Trade of Employees.

The advantage derived by the dealer does not stop there, however. When he supplies the tools that a workman uses at his bench, the belting that runs the machine at the workman's side, the nails, the paint and the oil consumed each day in the factory, it is almost certain that the trade of the workman himself will go to that dealer. "I believe that half the men employed in the factories here deal with me," said a Western Ontario hardware dealer, recently, "and this is due largely to the fact that the factory supplies come from my store almost exclusively."

This, then, is an important consideration. The trade secured in that way, would compensate the dealer alone for any trouble that he had been put to in building up his connection with the manufacturers.

How to Get Business.

But to get back to the question of leather belting. It may be pointed out that the only reason why factory orders are so often placed out of town at the danger of tedious delay when they might have been filled in town, is that the managers are not aware that the local hardwaremen handle belting. In a majority of cases, they will be found quite willing to deal at home, if only for the reason that they will then have a ready source of supply at close hand. When the need arises in the factory for new belting, it is generally a pressing one. Delay in getting the order filled may mean delay in the factory operations and this is a thing to be avoided at any cost. The home dealer has, therefore, an argument in his favor which will meet and outweigh all other considerations.

A wise course to pursue is for the dealer to take advantage of a spare hour here and there to run out and see the manager or purchasing agent of each local factory. A few minutes' chat on the subject of the service that it is in his power to render the manufacturer should serve to bring a share at least of the trade in leather belting his way. When an emergency arises and a new supply is needed at once, the local dealer will be called upon every time; for, to the manufacturer, time is money. The manufacturer, however, would not continue to buy his supplies outside and call on the local dealer only in cases of emergency. He would be deterred from this course by the palpable unfairness of it and in the end the dealer would get all the business.

Handy Line to Handle.

Leather belting has one advantage over a great many staple hardware lines. It is not bulky and in handling does not entail much time or trouble. It can be stored without using up much of the valuable space in the store—for space, to the average hardwareman, is valuable.

Furthermore, it is not necessary to tie up a large amount of capital in putting in a stock. A small stock would do to start and the amount could be enlarged as the business grew.

The matter is well worth the consideration of every hardware dealer. The experience of all who have taken up leather belting has been so uniformly successful that the step could not, in any sense, be termed an experiment. A reasonable measure of profit is assured in each case where the line is taken up with the energy which begets success.

CARBORUNDUM BOOKLET.

A booklet has been issued by the Carborundum Co., of Niagara Falls, illustrating the varied output of that company. It is a very neat catalogue, printed on coated paper and is extremely creditable from the typographical standpoint. Among the different articles described are carborundum stones, sharpening stones, razor hones, pocket stones, knife sharpeners, scythe stones, axe stones, engravers' pencil points, engravers' chucks, carvers' slips, wooden and aluminum boxes, carborundum paper and cloth and carborundum grains.



By "Mack."

Our city was large enough to support a good weekly market and the farmers and residents of the small towns and villages, within a radius of fifteen or twenty miles, and sometimes during the Christmas holdays, much farther away, were attracted to town usually in large numbers. In the hardware store, Saturday is a field day. The big double-column "ad." "Saturday's Savings on Hardware," was prepared in the early days of the week and published in the two city newspapers' weekly edition and in Friday's daily. Goods featured by this publicity are properly placed for the greatest convenience and the cut prices attached, the clerks are drilled and inspired to expect a successful day. Everything of which we have foreknowledge, is done on Thursday and Friday to prevent the occurrence of an awkward incident, such as making the discovery that an advertised line had not arrived or was sold out. We want one hundred per cent. of our energy put into selling goods on Saturday.

Generally, we asked about the weather on rising; followed by the inevitable query, "How's the market?" to the boys on reaching the store. A few words of encouragement are addressed to the staff and we retire to the office in the rear of the store to open mail and look through the trade paper. The customers are coming in early this morning, chiefly ladies who live in town. As ten o'clock nears, farmers, having sold their produce on the market are ready to trade. In ever increasing volume business rolls along until about 2 o'clock when it subsides. We have waited upon customers and greeted most of them ourselves, consulting the cash register at intervals during the day to ascertain the level of the cash sales and compare with the previous Saturday's takings. The time the clerks have to put up call orders is limited, but they utilize every minute and co-operate with each other to such advantage that few people are delayed in starting for home when they call for their goods. Three o'clock to five are good business hours in point of results, and by five-thirty or six o'clock, the store is swept and made ready for the evening city trade. After supper, the busy hours are between 8 o'clock and 10 p.m. in our store, the sales of household goods and mechanics' tools predominating. This is also pay night with us and one by one the boys call at the office and receive their weekly salary and depart for the night. Entering the total sales in the cash book, we are now nearing the time for locking up and going home. "Weary, but undishonored" and hoping for the gift of sleep.

Hardware Letter Box

Buttercup Churns.

One of our readers recently asked for the name of the firm manufacturing Buttercup churns. As we were unable to secure this information we asked if any of our subscribers could supply it. We are now in receipt of a letter from the original enquirers, saying that several readers of Hardware and Metal have sent them the address of the firm.—John Heard & Sons, Fenelon Falls, Ont.—Editor.

Gasoline Sad Irons.

Geo. H. McDonald, 514 Builders' Exchange, Winnipeg.—"Could you give me the address of manufacturers of gasoline sad irons?"

Ideal Sad Iron Mfg. Co., Cleveland, Ohio; Modern Specialty Co., Milwaukee, Wis.—Editor.

Brass Signs.

Gus. A. Schmidt, Wingham, Ont.—"Kindly inform me through your columns, where I can procure brass signs."

G. Booth & Son, 21 Adelaide St. W., Toronto; Patterson & Heward, 319 King St. W., Toronto.—Editor.

Woodworkers' Putty.

Lisle E. Mills, Campbellford, Ont.—"Will you kindly explain what wood workers' putty is? To-day a customer inquired for it, and I was unable to talk with any amount of knowledge concerning same."

Some years ago, a "woodworker's putty" was put on the market, made up largely of fine sawdust and glue, but it fell down. Practically all woodworkers now buy the best linseed oil putty, as it is almost pure white, and works better for the purpose than any other preparation. Being free from mineral pigments, it does not discolor the fillers or varnishes which may be used over it. It is just possible that the customer in question wanted a crack filler such as is occasionally used in cabinet making, though it does not harden the same as putty.

Wire Baskets.

J. B. Crawford, Dutton, Ont.—Let us know the makers of wire baskets for holding goods on bargain counters, size about 6 by 8 or 6 by 10.

Canada Wire Goods Co., Hamilton; Dennis Wire and Iron Works, London; B. Greening Wire Co., Hamilton.—Editor.

Offensive Weapons Act.

R. F. Johnstone, Acton.—We have been in the habit of renting shot guns by the day in the fall season. How will this new law affect this? Will we still be allowed to rent or must the parties have a license just for a day's shooting? In selling a gun to a farmer must he have a license the same as for a lawyer. Where are these permits issued?

The Offensive Weapons Act does not specifically cover the case of renting shot guns, but, as the legislation is aimed to control the use of such weapons and the sale is restricted solely with that end in view, we take it that the authorities would consider the renting of shot guns without permits an infringement of the Act. The Act, as we interpret it, does not refer to rifles. Write to the Department of Provincial Police for a copy of the Act and at the same time refer the points in question to the head of that Department. Authoratative advice will make your permission stronger. Permits are supposed to be issued by the local police. If they are not informed on the matter, apply to the county high constable. Failing there, apply direct to the provincial department.—Editor.

"Fluxite."

Lufkin Rule Co., Windsor.—"Can you advise where to obtain "Fluxite?"

This firm have no Canadian agent. Try jobbers.—Editor.

INTEREST TRANSFERRED.

In order to centralize the manufacture and sale of Rex Flintkote Roofing and their other waterproofing specialties, J. A. W. Bird & Co. have transferred their interests in these products to the Flintkote Manufacturing Co. The exchange was made on July 15. The Flintkote Manufacturing Co. announce the personnel of the directorate of the new company as follows: Reginald W. Bird, Frederick C. Overbury, Wm. J. Smith, Chas. F. Abbott, Chester E. Rahr.

Our Page for Hardware Clerks

Caterer or Slot Machine---Which ?

By Victor Lauriston.

"There—I've worked off 100 feet more of that old hose on a fellow. He wanted something good, and looked at this kind of suspicious, but I hit him with a good strong line of talk and he capitulated. Like enough it will last him pretty well, and anyway, I'm here to sell stuff."

Have you ever said that, thought that, or said or thought something pretty near to that, after watching a customer depart with a dissatisfied look on his face, which says plainer than any words can say, that he's bought something against his own better judgment, and that he strongly suspects you have "done" him?

Probably you never have. You don't sell inferior goods. Still, incidents of that sort do sometimes happen, now and then.

And the chap that's responsible for that sort of incident should stop a bit and think. If he does, he'll realize that there's more to salesmanship than merely exchanging goods for cash. A sale doesn't terminate with the snapping of the parcel cord and the tinkle of the cash register.

Every sale has a far reaching effect on other sales. It may bring the casual customer back as a regular—or it may drive him elsewhere. It may build the store's business reputation one brick higher, or it may knock just a little bit off the top.

Have you ever heard two or three housewives gossip of an afternoon. They sit around and swap experiences—chatter about the latest epidemic of measles, the vagaries of the hired girl, and the faults and shortcomings of shop-keepers. Particularly the faults and shortcomings of shopkeepers. And every now and then one woman will say:

"I never will buy a thing from that M———— again. He sold me a copper boiler the other day and I noticed there was a dint in it and I asked him if it would wear through and I was afraid it would and he was that positive it would never wear through—but it did, the second day I had the boiler on the fire."

Then Mrs. Watkins recalls some wrong (probably imaginary) that M———— did her in the course of business. And Mrs. Smithers remembers that M——— sold her some Paris green that year it rained all the time, and the stuff was that weak, it never killed a single potato bug.

Of course, the rain washed it off. M— is honest, probably. Doubtless the copper boiler's failure to last could be explained. But the incident just shows the kind of missionarying a dissatisfied customer will do for you—particularly a customer who's bought against her own better judgment and finds that her judgment was right.

Here are your goods. There is your customer. Your outstanding purpose as a salesman is to send them away together.

But that's not all the purpose. You should send them away satisfied that they are united in the bonds of business wedlock, and that there won't be any divorce decree to consider, or any condition of mutual incompatibility. Goods that are sold to a customer who is not satisfied with his purchase are only half sold. They mayn't come back —but they don't help to bring the customer back.

You are behind the counter to sell things. But it pays to sell with at least a corner of one eye on to-morrow, instead of both eyes on to-day.

For you're not behind the counter just to hand out goods and take in cash. If that were all a salesman's purpose, a slot machine behind the counter would serve as well.

Your business is to cater intelligently to the buying public.

If Jack Smith wants a pocket knife, your duty isn't done when you ask, "What price?" and shove a 50-cent knife, selected haphazard, across the counter. He may take a knife bought in that way, lay down his half-dollar and vamoose, but he won't go away satisfied.

Find out for what purpose he wants this knife. Is it just to sharpen his pencils at school, or is he a healthy, vigorous lad who likes to slash around generally? Does he want a thick, strong blade, or a thin, finely-tempered one? Does an elaborate combination of knife, button-hook, nail-file and everything else appeal to him, or does he prefer to secure a single, thick, broad blade that will lop a fair-sized branch from a tree whenever he wants a home-made fishing pole? Find out what sort of a knife he needs, even if he doesn't volunteer the information, and give him exactly the thing that will satisfy his particular requirements.

That's catering to the customer. And whether you sell nails or butter or embroidery, catering to the customer—doing a little bit of extra work in order to send him away fully satisfied—is always the better salesmanship. Don't let him get the impression that you're a slot machine, set behind the counter to take his money and hand out his goods without any interest as to whether they suit or no.



News and Methods of Canadian Hardwaremen

London Hardwareman Buys Out Business in Toronto — Maritime Convention—Waterloo Hardwareman Unanimously Elected Mayor—Heavy Losses Sustained at Eganville.

Toronto,—G. McLean, formerly of London, has bought out the hardware business of J. E. Wainwright, 305 Roncesvalles Ave., and has now become settled in his new premises. Mr. McLean has been in the hardware business in London for 18 years, first with the Hobbs Hardware Co., and latterly for himself. He, therefore, brings to his new business a wide experience in every branch of the trade.

Mr. McLean has made quite a number of changes since taking hold, and intends to make more. He has put in new fixtures and showcases and has stocked many new lines. At the present time he carries a full assortment of general hardware, tinware, graniteware, stoves, paints, cutlery, cut glass, etc., and it is his intention to put in brass goods, nickel-plated ware, bathroom accessories, and similar articles. "I will put in a new showcase at the front of the store," he explained, "and show these new lines there. Goods of that description need good display position."

Other changes intended are the installation of a new office at the back of the shop and the starting of a tinshop.

Gordon Wall, who was with him in London for years, but who has latterly been with the Somerville Hardware in Edmonton, has returned with Mr. McLean, and will act in the capacity of traveler. While in London, Mr. Wall was in charge of the cutlery and sporting goods department, and gained valuable experience.

MADE CHANGES IN STORE.

Guelph—D. L. Myers, who recently acquired the hardware business here of McMillan Bros., and is now conducting it under the name of the Guelph Hardware Co., has made a number of changes in the store. It has been painted both interior and exterior. The stock has been changed around, and the fixtures altered to give more room in the store. He contemplates making other alterations later on.

Mr. Myers is continuing the advertising campaign of McMillan Bros., and is using good space in the daily papers.

MARITIME CONVENTION.

St. John, N.B.—John A. McAvity, of the firm of T. McAvity & Sons, returned this week from Digby, N.S., where he was in attendance at the Maritime Hardware convention. The sessions had been well attended, he said, and the convention had been entirely successful. Mr. McAvity had the honor of being elected president. Other local firms were represented by the following: John H. Tilton, of W. H. Thorne & Co.; F. R. Murray, of Emerson & Fisher, and Geo. C. Weldon, of the S. Hayward Co.

Contrary to the expectations of a great number of citizens, the common council, at a special meeting this week, called to consider the matter, did not repeal the by-law compelling storekeepers to close at 7 p.m., although a largely-signed petition, asking for its repeal, was presented to the aldermen. Out of fifteen in attendance, only three aldermen voted in favor of the repeal. The matter is now before the police magistrate, who is asked to give judgment in several cases pending before him, wherein dealers in all lines of business have been reported for not abiding by the law.

HEAVY FIRE LOSSES.

Eganville.—The heavy fire here has resulted in heavy losses, among the merchants who suffered being John C. Gourley, whose tinware and furniture store on the west side of the bridge was burned. The loss was $4,500, covered by insurance to the extent of $1,800.

In the Robertson Reeve block, on the north side of the river, J. McIntyre's hardware store suffered. The loss on the stock was estimated at $2,800, with no insurance. Watson's hardware store was also gutted. The building, which was owned by J. A. Acton, of Ottawa, was damaged to the extent of $4,500, with insurance of $2,500. Mr. Watson's stock was insured to the extent of $2,000, and the loss is estimated at $7,500.

SELLING HOT WEATHER GOODS.

A number of hardware dealers have been making full use of the opportunity presented of late by the extremely warm weather to feature goods suitable for such conditions.

The Orillia Hardware Co., Orillia, Ont., have been advertising such goods as ice cream freezers and hammocks. One of their latest ads. reads: "Keep kool. Can't. Yes you can, if you buy one of our ice cream freezers and recline in our hammocks made for hot days." They used double-column space and found that sales in the lines mentioned were highly satisfactory.

The Wood-Vallance Hardware Co., Nelson, B.C., have been advertising: "Get a tent. If you cannot go camping put it up in your own garden and enjoy sleeping in the open. We stock all sizes up to 12 ft. by 18 ft." Best results have also been obtained in this instance.

ELECTED MAYOR.

Waterloo, Ont.—W. J. Weichel, hardwareman, was unanimously elected mayor of Waterloo, to take the place of Levi Graybill, deceased. No other names were placed in nomination.

(Editor's Note.—Further particulars will be given in next week's issue.)

AN EARLY CLOSING BY-LAW.

Montreal, July 18.—The merchants of this city are very much interested in the question of early closing now pending before the council. If the by-law read for the first time at the meeting of the City Council yesterday afternoon becomes effective the stores of the city will have to close three nights, instead of two nights a week, which is the present regulation.

It is proposed to add Tuesday to Wednesday and Thursday of each week when stores must cease business at 7 o'clock. The purpose is to give the retail clerks three nights off every six days.

The hardware stores are, of course, included. Some hardware dealers believe it would be a good idea, but others here are very strictly opposed.

HARDWARE OPENINGS.

The Grand Trunk announces openings for hardware stores at Atwater, Ebenezer, Gerald, Landis and Yarbo, all in Saskatchewan.

STRUCK BY LIGHTNING.

Fredericton, N. B.—A heavy electric storm passed over this city on July 7 and a heavy bolt of lightning struck the roof of J. S. Neill & Sons' hardware establishment. The chimney was split in two and some shingles were torn up, but no fire resulted. The fire brigade made a run to the store, but were unable to find anything wrong. The store was closed at the time for the regular Thursday half-holiday.

MANUFACTURING CANS.

J. H. Copeland and his son, R. Copeland, retail hardware dealers, Queen Street west, Toronto, have started into the manufacture of cans for paint and baking powder under the name of the Copeland Can Works. J. H. Copeland is taking charge.

HARDWARE TRADE GOSSIP

Ontario.

W. G. Weichel is visiting in Galt.

J. Buchanan, Galt, was in Toronto on a business trip this week.

E. Fielding, Toronto, has been enjoying a short holiday at Chateauguay.

The store of Aikenhead's, Limited, Toronto, is being painted and redecorated.

A by-law will be submitted to the ratepayers at Orillia to fix the assessment of the National Hardware Co. at $4,000.

Edgar Goslin, of the Taylor Safe Works, Toronto, had his right leg fractured as a result of a safe door falling on the limb.

Geo. Taylor, of the Geo. Taylor Hardware Co., is on a tour of Europe. A letter has been received from him at Dublin.

R. T. Smith, an employee of the King Hardware Store, Chatham, has severed his connection and has accepted a position with the Willard Hardware Co.

The Geo. O. King Co., Woodstock, have received a large order from New Zealand for vacuum cleaners. This will make the first shipment of this line of goods from Canada to New Zealand.

Frank Smith, clerk in Morgan's hardware store, Norwich, was assisting in moving a stove and was walking backwards, when he stumbled and fell on his arm, fracturing it.

T. Parke, of Keewatin, has secured an injunction to restrain the Keewatin Hardware Co. from proceeding with the erection of a gasoline tank near the town dock.

The store of D. Pike, 123 King street east, Toronto, was broken into a few nights ago and a large quantity of goods taken away, including revolvers and knives. An arrest has been made.

Mr. Burton, manager of the J. F. Kearns store, Saskatoon, was a visitor in Toronto this week. He called on the manufacturers and wholesalers before leaving for Montreal. He will call again at Toronto on his return trip.

F. W. King, who has been superintendent of the McClary foundry in London, south end, for eight years, has resigned, and will leave after August 1 for Fort William, where he will take over a stove manufacturing business.

Woodstock merchants have responded promptly to the call for help for the unfortunate people in the Porcupine district. A car load of supplies has been sent, among the merchants who subscribed being Gardner & Co., A. McDonald, R. McKiggan, hardware dealers.

It is stated in the Eganville Leader that manufacturers in that section are hard pressed to keep up with the demand for refrigerators. The Renfrew Machinery Co. will shortly start on the foundation of an addition that will make their factory just about double its present size. They are badly cramped for room under present conditions.

That some hardware men are branching into the automobile business is shown by the following note from the Parkhill Gazette: "Dr. G. W. Racey has purchased a Hupmobile from The Steele Hardware Co., the local agents of that car. Dr. Wilson accompanied Dr. Racey to Windsor on Monday to receive the car and arrived with it on Wednesday evening."

The Walkerville Hardware Co. has been incorporated to carry on the business of wholesale and retail dealers in hardware, manufacturers' and mill supplies, sporting goods, and as plumbers, steamfitters and tinsmiths. The capital stock is $60,000. The new company takes over the business of the Walkerville Hardware Co., a co-partnership composed of Abram Davis Green and James Richard Coate, both of whom are provisional directors of the new concern.

Quebec.

A. G. Laviolette's hardware store was burnt out in the recent severe fire at St. Jerome.

Walter H. Cottingham, president of the Sherwin-Williams Co. of Canada, sailed for Europe this week.

Upon the trial trip of the new steamer "Saguenay," William H. Evans, of the Canada Paint Company, had the honor of receiving an invitation to join the president and directors of the Richelieu & Ontario Navigation Company.

Western Provinces.

E. N. Wakely, formerly of Lethbridge, is building a tinshop at Cardston, Alta.

The Whiting Hardware Co. have opened a branch at Winnipeg.

The Souris Hardware Co., it is reported, have sold out to T. & J. Field.

Charles Yeoman is discontinuing his hardware business at Blue Hill, Sask.

The Vickers Bros. Co. are commencing a hardware business at Calgary.

A plant for the manufacture of Wizard furnaces and heaters will be established at Winnipeg.

The Warnken Hardware Co., Winnipeg, have changed their name to the Cobban Hardware Co.

W. A. Oliver, of Ochre River, Man., is reported to have sold his hardware business to Schoop Bros.

W. F. Priper, hardware dealer, of Swalwell, Alta., has been succeeded by Wilson & Wilson.

Kidd & Clements, Rocanville, have improved their store front by widening the door space and putting in double doors.

A new hardware store has been opened at Merid, Sask., by Evans & Co. They are carrying a large and complete stock.

E. E. Marsh, of Winnipeg, is opening a painting business at Battleford, in connection with the Battleford Hardware Co.

The H. McKenzie Hardware Co., Scott, Sask., have installed a complete equipment of tools for tinsmithing, and are opening a tinning department.

The Wood-Vallance baseball team defeated the Ashdown nine in a five-inning game by 11—2, and thereby "cinched" the championship of the Winnipeg Wholesale Mercantile League. They have won nine games and lost none.

The annual picnic of the Ashdown Hardware Co., Winnipeg, was held at Hyland Park on Friday, July 14. The full staff of all departments left on the Winnitoba, leaving the city at 1.30 and returning about 10 p.m. About 300 were in attendance. A list of sporting events were run off, handsome prizes being given.

Maritime Provinces.

R. J. McNeill, Summerside, has installed a gasoline tank and pump in connection with his store.

Definite arrangements have been closed for the transfer of the Gordon Nail Works from St. John, N.B., to Calgary. Quite a number of workmen will move.

Two men have been arrested for the recent burglary in S. A. Crowell & Co.'s hardware store at Yarmouth. Manager H. S. Crowell and Morton Pellett, bookkeeper, identified revolvers found on the men as having been stolen from the store.

NEW COMPANIES.

The Canada Rex Spray Co., has been incorporated with headquarters at Brighton, and a capital stock of $40,000. The company will manufacture fruit tree spray material, etc., and carry on a manufacturing cooperage.

Alonzo W. Spooner, Ltd., has been incorporated to carry on the business now conducted by Mary Ann Spooner in the name of Alonzo W. Spooner, manufacturing copperine, solders, metallic packing, etc.; head office, Toronto; capital stock, $40,000.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 52.

MARKETS IN BRIEF.

Montreal.

Turpentine—Down 3c.
Linseed Oil—Down 1c.
Tin—Reduced to 47c.
Spelter—Up 25c to $6.25 per cwt.

MONTREAL.

Montreal, July 21.—The midsummer metal situation is devoid of any particular feature, but is generally considered satisfactory as the amount of business transacted is well up to the mark. During the past week tin has declined and the local price is now 47c. Spelter shows a little increase. The other markets are steady. Pig iron is practically unchanged from the position it has held for several months now. Quietness is still the characteristic of the iron markets across the border and in the Old Country there is little new. Prices have advanced about a shilling, but it is said that purchases can still be made at former figures.

Pig Iron.—There is a little improvement in the situation in the United States, but it is not appreciable. Canadian conditions are reported practically the same as when last referred to, but generally speaking there is little new. Business is reported satisfactory enough here, all of which is worthy of note. Prices are as follows:

Tin.—It seemed that early this week the prices of tin in England were being reduced, possibly to stimulate interest. Locally the price is down one cent a pound, and is quoted at 47, having ruled at a higher level for some time now. The demand is steady, but is not for large quantities.

Copper.—This market is unchanged, with, if anything, a little easier feeling. Demand is steady here, being on par with the demand during previous weeks.

Spelter.—This metal is quoted at $6.25 per 100 lbs. this week, being an advance of 25c on last week's figures. The market is steady, with demand much the same as that which has been formerly referred to.

Lead.—There is no change in this market. Prices are steady, the demand is normal, and in the primary market conditions are reported a little easier.

Old Metals.—Demand for old metals is fair. Prices are as follows:

Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron , No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, July 20.—The trade is still quiet but the indications at present all point to an early resumption of activity all along the line. In the first place, two more weeks of the present brand of weather will assure a bumper crop in the West, with all that entails. A fullest measure of prosperity in the industrial world will follow a bountiful harvest in the Western provinces. In the second place, conditions are slowly but surely improving in the United States. As the depressing influence of the American market has been the sole drag on the wheel of Canadian progress, its removal will mean immediate improvement all along the line in Canada.

Tin.—The high level is still maintained, the local price remaining around 48 cents. Stocks in local hands are light and, as business continues reasonably brisk, the situation is, on the whole, satisfactory. It is not thought at all probable that lower prices will be realized soon. The London syndicate appear to have just as complete a hold of the market and the sources of supply as ever and they can keep the price up as long as it suits them to do so.

Antimony.—The demand is not large and only a languishing interest is shown. The buyers are not showing any particular haste to place orders and the immediate future does not appear to hold forth any particular promise of renewed activity. The price remains the same.

Plates and Sheets.—Bookings continue good and local jobbers report that there is a rather better demand now. As stocks are low, it is a reasonable assumption that active conditions will soon displace the present semi-lethargic condition which is due almost entirely to the season.

Copper.—There are no developments to note in copper. The price remains the same and it cannot be said that the amount of business doing has seen either an advance or a falling off. Opinions as to the future differ so widely that it is difficult to say just what is to be expected. On the whole, perhaps, opinions seem to be fairly optimistic. Price changes are not anticipated. It is hoped that a few weeks more will see buyers coming on the market for larger bulk.

Pig Iron.—The demand is growing nicely. Most foundries are now running briskly and in consequence the demand for pig iron is likely to be both larger and better sustained. The activity noted in the stove industry has doubtless had considerable bearing on the pig iron market. Prices still rule as follows: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—The tone of the lead market is strong. There is an excellent demand and, as the consumers have light stocks to work on, it is assured that the trade will continue quite as briskly as at present. The price remains firm.

Spelter.—General satisfaction is expressed with the spelter situation. Conditions here are much more satisfactory than on the other side of the border line. Orders are fair-sized and in sufficient volume to make a satisfactory output. The price is firm.

Old Metals.—There is a busier tone in this part of the metal market. Demand is good at the present time. We still quote: Heavy copper and wire, 10½c to 11c; heavy red brass, 7½c; heavy lead, $2.90; light copper and bottoms, 9¾c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

McCLARY'S HOLD OUTING.

London, July 17.—Two special trains carried the employes of the McClary Manufacturing Co. to Port Stanley, where the annual outing was held. In all, about 2,500 people went along. The committee in charge had made most complete arrangements and the day's programme passed off most successfully as a result. On the way down a box of candy was handed to everyone on the train.

The afternoon was featured by a baseball match between the north and the south, which the southerners won by a score of 4 to 1. Running and novelty races were held and the keenest rivalry was displayed.

The committee was composed of J. Wright, chairman; L. Hill, secretary; F. Westbury, J. C. Slyford, W. Ballard, A. Ralph, H. L. Milligan, C. Pirie, C. W. Manning, E. Snelling, W. Hogg, F. Turner, assisted by the following:

Executive—Jas. Pirie, J. Wyse, W. H. Hayden.

Railway—G. Moll, J. M. Pirie, A. E. Robinson.

Printing—H. Findlater, C. Burns, A. E. Denney.

Candy—W. H. Hayden, Miss Robinson, Mrs. Mascario.

HARDWARE MARKETS

MONTREAL.

Montreal, July 21.—Business is rather uneventful, but it is steady, and, if anything, is better than last week. The general demand has suffered no particular depreciation and the smile of satisfaction is as broad as ever. Recent rains have meant thousands of dollars to the trade. They were very opportune and the money they will bring the farmers should find its way, or at least a share of it will, to the wholesale hardware trade. The general sorting-up orders are numerous, and the demand for household goods of certain kinds is good just now.

Household Utensils—Preserving time has created a good demand for preserving utensils. Graniteware kettles and boilers, preserving jars and such articles have been going well, and other household goods are moving satisfactorily. Some of the prices quoted are: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt., $1.50, 2-qt. $1.65, 3-qt. $2.05, 4-qt. $2.50, 6-qt. $3.15, 8-qt. $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz., Universal $37.75 per doz., Safety $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain 82½c per set, nickel-plated 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Harvest Tools—Enquiry for harvest tools does not show much of a falling off yet, the bulk of business being good. Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field and garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz.; snaths, 40 p.c. discount.

Contractors' and Builders' Goods—There is still a good demand for railway supplies and contractors and builders have by no means let up. Business in this department is quite favorable. For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upward.

Seasonable Lines—A good business is still reported in various lines that may be included in this department. Lawn and verandah goods are included in sorting-up orders and other lines are equally sought after.

TORONTO.

Toronto, July 20.—Conditions have been exceptionally active for this season of the year. As a general rule, the latter end of July sees a very perceptible slackening in business, which continues through pretty well until the first of September. So far this year there have been no indications whatever of this late July slump; on the contrary, the general state of trade this week seems to be better than for some little time. The activity is spread pretty well over all lines.

Add to the general briskness of the hardware market the fact that the fires in the north country have created a heavy demand there, and it will be understood that the past week has been a busy one for the jobbing houses with every indication of a continuation of like conditions.

Prices are reported to be firm in all lines.

Seasonable Goods.—The demand for such lines as wire netting, screen doors, hose, etc., which received a remarkable stimulation as a result of the extreme heat of a couple of weeks ago, has subsided again. There is now practically "nothing doing" in any of these lines. Ice cream freezers are still selling well, and orders are being placed for refrigerators in fairly good bulk. In the case of the latter, the demand is for the trade which the fall equipment of new houses will create. It is still difficult to secure the necessary supplies to fill orders for the cheaper grade of refrigerators.

Household Goods.—There is a distinctly heavy demand for all varieties of enamelware, tinware and graniteware. The women folk are now preparing for the preserving season, which is now close at hand. There is, as a result, a good, hustling demand for preserving kettles, cherry stoners, kettles, etc. Woodenware is also moving well.

There has been a consistent demand for the cheapest kinds of table knives and forks, plates, pots and pans, for use in summer cottages and camps. The call has come largely from sections favored as summer holiday sections.

Harvest Tools.—Although the demand is still brisk, it is stated that, after another week trade in this department will fall off. As a direct result of the extreme heat, the crops have come on earlier than usual, and the retail trade has been correspondingly in advance. Orders for forks, scythes, etc., have been heavier than usual this year.

Builders' Hardware.—There is a steady advance noted here. Building operations are now reaching the stage where hardware is used largely and the demand on the retailer has become heavy. The jobbing houses report fullest satisfaction with the returns in this department to date.

Heavy Hardware.—There is a firm and active tone noted. Bolts, nuts, screws, rivets, nails, etc., are all showing healthy activity, the demand being now large and well sustained. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7⅛.

Stoves and Heating Goods.—The impression is gaining ground that the demand for stoves is going to be a record breaker this year. The significant statement is made by one manufacturer that the orders placed to date are so heavy that it is doubtful if the manufacturers will be able to handle more than the business now actually placed. The situation in all parts may not quite measure up to this estimate, but it indicates that advance business has reached record proportions. Some stoves are already being shipped. Business in other heating lines remains good. Plates are being sold in large bulk for camping purposes. Gasoline and oil stoves are in demand for the same purpose, but gas stoves are now practically out of season as far as actual sales go.

Sporting Goods.—With the vacation season in full swing, the demand for fishing tackle, baskets, boots and general supplies for the angler has seen a marked advance. There is also a growing demand for rifles and fall hunting goods.

ASHDOWN'S PICNIC.

Winnipeg, July 17.—The annual picnic of the J. H. Ashdown Hardware Co. was held at Winnipeg Beach, Friday, July 14. Over 600 people attended the excursion, and had a very enjoyable trip. The growth of the Ashdown Hardware Co. is typical of the growth of the west. Starting from a small store in 1870, Mr. Ashdown has built up a business which is one of the finest in the west to-day.

Amongst the party were not only the heads of the different departments, but Mr. Ashdown himself, who is president of the company. He spent the day amongst his employes and customers, taking part in the games and sports with the rest of them. Numerous friends of the employes were also out for the day, and in spite of a few showers of rain were able to amuse themselves all right. The party returned home at midnight after enjoying a delightful dance at the pavilion.

The Western Hardware Market Situation

The Crop Situation is Being Closely Watched — Big Demand at Present for Binder Twine—Harvesting Supplies are Very Active—General Tone of Business Good.

Winnipeg, July 17.—The eyes of the business world of the west are all centered on the growing crop at the present time. The situation is such that the reaping of a crop, which as far as quantity is concerned the likes has never been seen before in the West, or the reaping of a fair crop from an extremely large acreage, depends entirely upon the weather during the next three weeks. All recognize that should this remain favorable, a good crop will be reaped over most sections of the country. Present reports now show that some parts of southern Manitoba and southern Saskatchewan are suffering from drought, northern Saskatchewan is reported to have too much moisture, while from a few parts in central Saskatchewan comes the reports of damage done by frost. In spite of all these reports, however, a good crop can be reckoned on, if the "weather man" continues to smile.

The above facts have been clearly proved in the demand that has been prevailing for binder twine. One of the largest wholesale houses in the city stated to-day that they had not enough twine left in their house to supply the smallest order. Reports from other houses are almost as bad. Not only are local stocks fairly low, but it is reported by many that the supply at the mills from which they receive their special brands are entirely used up, and consequently, they will not be able to accept any orders in the future.

Owing to the holding of the annual exhibition during the week, shipments to a certain extent have been interfered with, as the majority of the travelers are at the present time in the city, and are busy straightening up accounts, etc., at their head offices. Numerous visitors, and customers are also in the city and are frequently dropping in on the various houses with large orders. Apart from this, the regular half holiday granted by the city to visit the exhibition, also helps to interfere with business. Enough orders are, however, on hand to keep the houses busy, as conditions have been very satisfactory during the season. On the reports of travelers from the different sections of the West wholesale houses are preparing for an exceptionally busy fall, as from every point comes encouraging reports. All lines continue to be active. Sorting orders in seasonable lines are still being received, but not as numerous as heretofore. Ingot tin and solder are both strong and active and are holding very firm. Harvesting tools are now very active and are moving in large quantities. As the first harvesters' excursion is expected within three weeks, merchants are busy laying in their supplies. Fall sporting goods are also moving, especially guns, rifles, and ammunition. In fact it is acceded by all that the present outlook in the hardware trade in the West is more promising then ever before.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. nickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $15

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80; 18, $3.85, 20, $3.90; 22 and 24 $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.50; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 40 p.c.; smaller lots, 35 p.c.

Iron Pipe, Black—¼ in., $3; ⅜ in., $2.45; ½ in., $2.50; ¾ in., $3.25; 1 in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 9c.

Sheet Zinc — Casks, $8.25; broken lots, $8.75.

box, $12.25; ½ box, $6.50; I. X. X., full

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $26 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $13.50; ½ box, $8; I. X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c extra; bright iron $3.20 base; brass spring wire, base, 23c; plain galvanized iron, Nos. 6, 7 and 8, $3.50; No. 9, $2.90; 10, $3.60; No. 11, $3.70; No. 12, $3.10; No. 13, $3.40; No. 14, $4.25.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

Lubricating Oils and Grease.—These lines are also pretty active, especially grease. An increase is expected during the next two weeks in machine oil, as farmers will then be getting their machines in order for the harvest. Prices are holding steady and it is expected they will be about the same as last year.

Methods of Retailing Paints and Varnishes

Change Brought Large Business Increase

Location of Paint Department Was Changed by Montreal Firm to More Advantageous Position and Trade Showed Immediate Stimulation.

Montreal, July 14.—That the position of the paint department is a factor that should receive careful consideration is proved by a little incident that was noticed in a local hardware store recently, following a change in the store arrangement.

The Jas. Walker Co., Limited, whose store is on St. James Street, with a rear entrance on Notre Dame Street, have been making certain alterations which chiefly involved the office staff. This store is a long one, extending, as will be seen, from one street through to the other. The paint department was about in the centre of the store at one side with the goods displayed on shelves against the west wall. In justice to this branch of the business it might be said that the location was not by any means the best in the store.

A Change Made.

When the office was moved to the rear and given a position overlooking the store, on a floor between the ceiling and floor of the store proper, the paint department was also moved to th rear and under the office. It is quite a large department with the display shelves on either side of the Notre Dame Street entrance. People passing along the latter street could not fail to see the uniform array of paint cans even at a casual glance. And those who entered or went out by that door had to pass through the paint department. It will thus be seen that the paint end of the business had been given a fairly prominent position.

Nor was it long before an increase in the demand for paint was noticed. Some time ago it was stated, when the change was but a few days in effect, that business had increased fifty per cent. This was a rough guess, but there was a decided improvement in the trade done in this department. One of the clerks who is in charge of paint stated that business had increased easily twenty-five per cent. since the position had been changed.

J. E. A. Loiseau is the head clerk of the paint department and practically only one manufacturer's line is carried.

LEAD MAKERS ON THE OIL SITUATION.

The National Lead Co., a large United States firm, have published in pamphlet form the following observations on the linseed oil situation:

There is not enough linseed oil in the world at the present time to go around.

Two years of flaxseed shortage has produced a serious condition. The condition is so serious that a few plain words are justified and should be of intense interest to every painter, dealer, property owner and anyone else interested in paint or painting.

In the first place, there is an actual shortage. The situation is caused by crop failure, not by manipulation by speculators or holding back stocks by farmers. The high prices of linseed oil are therefore justified.

Keep that fact in mind.

In the second place, there is no substitute for linseed oil for outside painting.

Keep that fact in mind also.

The serious shortage of linseed oil makes the search for some other worthy paint oil highly desirable and entirely praiseworthy. But do not let that fact blind you to that other fact, that, so far, the worthy substitute for linseed oil has not been found.

The unprecedented situation has caused to spring up many new paint vehicles with all kinds of extravagant claims. Some say "better than linseed oil." Others are more modest. They say "as good as linseed oil."

The wise painter will not be tempted by any of these unproved claims. Try them, if you wish in a small experimental way, but remember that no paint oil has yet made good except the old time-tested linseed oil.

Dealers who care for their customers' welfare and their own reputations will be just as cautious.

Property owners have nothing whatever to gain by allowing anything but pure linseed oil to be used. The latter is high, it is true, but the painting job will not be much greater than usual, and he had better pay the difference.

Having indicated the safe attitude to take toward the new claimants for attention as paint oils, let us sound a warning against the greater danger, adulterated linseed oil, masquerading as pure.

To palm that off on anyone is merely theft. It is theft of more than the amount one overpays for the material. The total stealing is the amount represented by the damage the material causes.

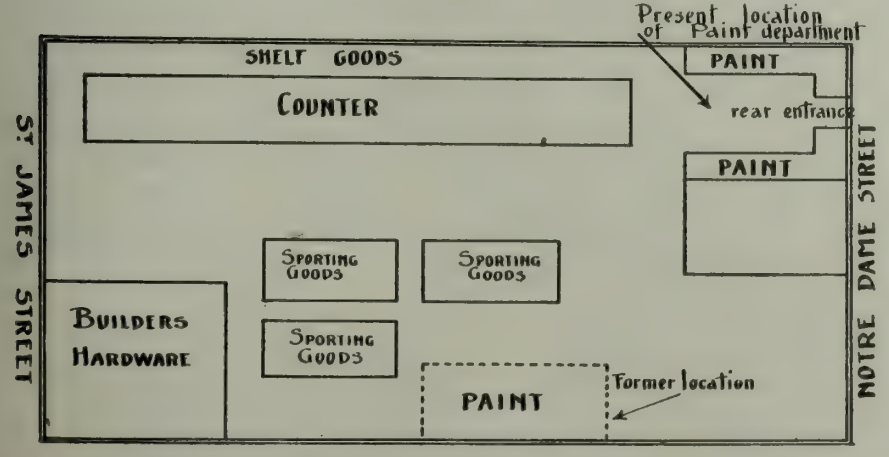
Painters and dealers may guard themselves by dealing with only reputable concerns. A price below the market at any time, but especially at such a time as this, is suspicious. It should be a signal of danger to the buyer, like a suspicious pressure on your watch pocket in a crowd.

Let us summarize the safe course:

Refuse adulterated linseed oil altogether.

Be on the lookout for new paint oils, but do not trust them till you have proved them good by adequate tests.

Stick to pure linseed oil for serious, outside painting.



Plan of store of the Jas. Walker Co., Montreal, showing the change that was made in location of paint department.

Interesting Features of Painters' Convention

Exhibits Made by Paint Manufacturers—An Address by Professor Gardner on Oil and Turpentine Substitutes and the Means of Detecting Adulteration.

The eighth annual convention of the Master House Painters and Decorators' Association of Canada was held in the Temple building, Toronto, on Tuesday, Wednesday and Thursday of this week. There were some very interesting features of the convention, not the least being the exhibits made by the manufacturers and wholesalers.

A number of papers dealing with matters of vital import to the trade were read.

Among the subjects treated were: "The Manufacturing and Coloring of Wall Paper;" "Turpentine, Linseed Oil and Substitutes;" "The Modern Paint Shop;" "Brushes, Bristles and Bristle Substitutes." An address was delivered on Wednesday morning by Professor H. Gardner, of the Institute of Industrial Research, Washington, on a subject which had a deep interest for everyone connected with the manufacture, sale and use of paint, touching as it did, on the manufacture, the qualities and the detection of substitutes for linseed oil and turpentine. For the hardwareman who handles oil and turpentine practically every day in the year and who frequently has to stake his reputation on the purity of the stock that he sells, the topic has a peculiar and far-reaching interest. Prof. Gardner took the subject up in a comprehensive way, touching on each of the better known substitutes and illustrating each step in his address with stereopticon views.

He first showed something of the growth and culture of flaxseed and, by means of the lantern slides, explained each step in the process of manufacturing oil. The same was done with reference to turpentine. The matter of linseed oil substitutes was then taken up and each was described in turn—soya bean oil, sunflower oil, cotton seed oil, Chinese wood oil and several varieties of marine oils. Prof. Gardner explained the qualities of each. He spoke highly of soya bean oil when mixed with linseed and mentioned the curious fact that the soya bean plant enriches instead of depleting the soil. Sunflower oil has good qualities but is extremely difficult to obtain. He told of the peculiar and valuable qualities of the Chinese wood oil and the limitations of marine oils.

The next step in his address had to do with the tests being carried on in various parts of the States, to prove the lasting qualities of various paints and oils, as well as combinations of paint oils.

The most interesting feature of the lecture, from the standpoint of the retail paint and oil salesman was the method shown of detecting adulterants in linseed oil and turpentine. By holding a bottle or tube of pure oil or "turps" in the light cast by an enclosed type arc light, a clear yellow light is shown. If there is as much as one tenth of one per cent. adulteration, however, the liquid will show partly bluish. Although it was not possible to use the proper kind of light for the purpose in the lecture hall, Prof. Gardner used the best light available and was able to show the bluish tinge caused by the presence of a very small percentage of adulteration in several of his testing bottles.

In the Exhibit Hall.

Some very interesting exhibits were shown in the rooms set aside for that purpose. Although the booths were necessarily small, good use had been made of the space. Among the firms exhibiting were:

Southern States Turpentine Co., in charge of J. T. Hamilton.

Pearse Brush Co., in charge of Charles Pearse. A whisk was handed to each delegate.

Boeckh Bros., in charge of J. F. Smyth and T. Miles. A full line of steel grip brushes was shown.

Holland Varnish Co., in charge of Harry W. Thorp and W. A. McNaught.

James Langmuir & Co., with Malcolm Sinclair in charge.

Sanderson Pearcy & Co., with F. W. S. Davis and J. E. Booth in charge. As souvenirs, they handed out a graining tool, a varnish brush, a polishing cloth and a tie pin to each delegate and a brooch to each lady in attendance.

The Benjamin Moore Co., in charge of John Hasselman and with C. C. Moore, Frank Moore, F. S. Surbeck, Geo. Chittenden and M. M. Patterson in attendance. A watch fob was handed to each man, a fan to each lady and cap to each boy in attendance.

A. Muirhead & Co., with H. G. Hawkins and J. E. Carberry in charge. A pencil was given to each delegate.

The Thedden Co., with E. J. Hofford in charge and Jas. Alexander, B. D. Blackwell, F. Ebing in attendance. F. E. Lyman was also present on a number of occasions. A black leather bound memorandum book was given out.

Cooke & Boulton, represented by Geo. Cooke and O. S. Boulton.

Dougall Varnish Co., in charge of Messrs. Wilson and McVey.

The Woltz Moulding Co., with B. Spain and Charles Jones in charge.

The International Varnish Co. occupied one half of the centre space, with W. H. Davey in charge. Others in attendance were H. E. Worsell and H. V. Johnson. As souvenirs, they gave out a pocket book, a pocket knife, a watch fob and a pencil to each delegate.

The other half of the central space was taken by the Pinchin-Johnson Co., with R. B. Johnson in charge, accompanied by J. B. Brown. A sterling silver stick pin was given out as a souvenir.

The Brandram-Henderson exhibit was in an adjoining room. A. W. Poole was in charge and those in attendance were J. E. Penfound and H. B. Shuttleworth. The "Old Dutch" process of white lead manufacture was shown.

Ault & Wiborg, in charge of W. G. Francis, with E. Howe and G. Hogg in attendance.

The New Empire Wall Paper Co. had a good exhibit.

BRANCH IN TORONTO.

It is learned that the Holland Varnish Co., Montreal, are contemplating the establishment of a branch office in Toronto. Harry W. Thorp and W. A. McNaught were in that city for the painters' convention and they report the prospects as exceptionally good. If a branch is established, Mr. McNaught will likely take charge.

MERGER ANNOUNCED.

It is given out that another large merger has been put through. Those interested are the Perrin Plow and Stove Company of Smith's Falls, the Tudhope-Knox Company, of Orillia, makers of steel truck; the Tudhope-Anderson Company, of Winnipeg, and the West Lorne Wagon Company. The new concern will be known as the Tudhope Company, Limited, and it will be capitalized in the millions. The headquarters will be at Orillia and F. J. Oliver, who is the chief shareholder of the Perrin Plow and Stove Company, will be manager. A large addition will be made to the Tudhope-Knox Company's plant at Orillia, and work has already been begun on it. The plow plant of the Perrin company will be transferred from Smith's Falls to Orillia, but the stove plant will remain there and will be greatly enlarged.

READS PAPER CAREFULLY.

"Your paper is certainly very readable, indeed, and is becoming of more benefit to the retail man. We now carefully read your paper from cover to cover."—W. Magladery, New Liskeard.

3 Profit Earners FOR ALL PAINT DEALERS

M L Paint comes in a great assortment of shades, outdoor and interior finishes. Just meets your market, and a customer can't make a mistake, because it's the easiest to use and handle. You get the benefit and the profit of handling a satisfactory paint of high quality. Sell poor paint—you get the blame.

M L Floorglaze is a floor finish, an interior finish, an outdoor finish in one, and self-varnishing at that. Saves the buyer trouble. Makes a scratchless finish of high gloss. Easiest to use and a great seller, well advertised by us.

The M L Line Pays Dealers

Elastilite Varnish

A varnish finish that won't mar easily, that brushes well, that gives a high surface in amateur hands. Dealers that sell it sell absolute satisfaction in every way as to finish.

Get our Dealer Proposition, samples and color cards.
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IMPERIAL VARNISH AND COLOR CO., LIMITED

108 Princess Street, WINNIPEG — 6 to 24 MORSE STREET, TORONTO — 524 Beatty Street, VANCOUVER



TRADE MARK MINERVA

Handle the Paints and Varnishes of a Reputable Manufacturer.

MR. DEALER: Your immediate profit is not the most important item in the selection of various lines for your business.

An ordinary paint or varnish that offers you a large margin might eventually prove to be your loss. It's a good honest brand with a reputation behind it and a liberal profit that means your success.

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PAINTS AND VARNISHES

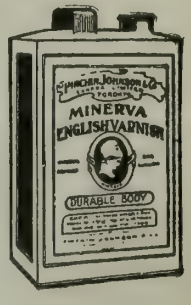
have always been made for exacting people. A brand that looks well and is durable.

MINERVA lines have been manufactured for 76 years and have stood the very hardest tests of wear and climatic conditions.

Large Railroad and Steamship Companies, prominent painters and decorators insist on MINERVA brands. Users like these know paint value---paint service.

The Manufacturers co-operate with you in selling MINERVA Paints and Varnishes. Besides a very attractive proposition, consistent consumer advertising is used in the press throughout the country.

IT WILL PAY YOU TO ENQUIRE FOR PARTICULARS.



PINCHIN, JOHNSON & CO. (CANADA) LIMITED Established in England in 1834.

377-387 Carlaw Avenue, TORONTO, ONT.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 21.—There are some reports that business in paints is easing off a little just now. This may not be general, but it is found here and there that although the demand is still appreciable it is lighter than that which was noted during June. In one sense this is only to be expected, although the amount of building going on throughout the country should keep the demand up fairly well. Prices of linseed oil and turpentine are a little easier this week. The latter is down one cent, while turps is quoted around 72c or 73c.

Linseed Oil—In conjunction with all staple lines, linseed oil is showing a tendency to quietness and as one consequence prices are slowly sagging. Quotations this week are one cent a gallon lower than those of last week, and in contrast with conditions long prevailing there is no difficulty in securing all the supplies required. Prices are $1 for raw and $1.03 for boiled.

Turpentine—Turpentine is displaying a tendency to ease off in prices and it is probable that lower quotations will be in force shortly. One of the most serious factors weighing heavily in the balance that guides the price of turpentine are the low quotations for substitutes, which are offered as pure spirits of turpentine, but it is said that the guarantee of purity is regarded with some suspicion. The price quoted this week is 72c a gal.

Ready Mixed Paints—Building operations in the Montreal district are being pushed ahead with a vigor almost without precedent in the history of eastern Canada. There are said to be 42 farms on the Island of Montreal, and of these 39 or 40 of them are reported as being disposed of and are under the process of being cut up into building lots. On many of these lots buildings of all sizes are in course of construction and the local demand for prepared paints has received an extra impetus owing largely to these conditions. Prices are steady.

Coach and Car Paints—Canadian railway corporations are apparently exceedingly busy building new cars and coaches for there is a good demand reported for coach and car paints, along with varnishes and japans.

Paris Green—Each day brings a sheaf of telegrams for Paris green, immediate delivery, and in practically every case the orders have to be expressed at once. It was thought that western Ontario demand had subsided, but lately there has been quite a marked enquiry. All special discounts have been discontinued. It is said that buyers face an advance of 2c a lb. if prevailing conditions are maintained. Prices are as follows: In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c; 50-lb. and 100-lb. drums, 18¼c; 25-lb. and 100-lb. drums, 18⅜c; 1-lb. packets, 100 lbs. in case, 20¼c per lb.; 1-lb. packets, 50 lbs. in case, 20¾c per lb.; ½-lb. packets, 100 lbs. in case, 22¼c per lb.; 1-lb. tins, 100 lbs. in case, 21½c per lb.

Arsenate of Lead—There is a steady demand for arsenate of lead, although it is approaching the end of the season. Prices are unchanged: In bbls., about 800 lbs., 9c; in half-bbls., about 400 lbs., 9½c; in 25-lb. wooden kegs, 10c; 5-lb. bottles, 12c; in 2-lb. bottles, 13c; in 1-lb. bottles, 14c.

Putty—There is a good steady trade in putty, enquiry being general. Quotations are: Bulk. bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

White Lead—Demand for white lead is maintained and a good flow of business is passing. Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b. Montreal.

TORONTO.

Toronto, July 20.—The slight slackening in business noted last week is not in evidence now. Local jobbers unite in expressions of satisfaction with the volume of trade now being placed. It is pretty well distributed, although some lines are now coming very rapidly to the fore. Gasoline, for instance, is selling in large bulk and coal oil is in equal demand.

The falling off generally noted at this season of the year seems to have been postponed, if not absolutely superseded, as a result the general trade activity noted throughout the country.

Prices have not changed this week although there are indications of weakness in ooth linseed oil and turpentine.

Linseed Oil.—The prices generally quoted here are $1.05 for raw and $1.08 for boiled. Some houses are quoting a few cents below that figure, however. One house quotes $1.01 and $1.04. The crushers are reported to have reduced their price by one cent. This tendency toward weakness is rather unexpected in view of the strengthening trend of the market in the old country. Although not a direct factor in the Canadian trade, conditions in England are generally reflected with with more or less accuracy in this country, and the present wide divergence is, therefore, surprising. There is still said to be some shortage of seed here but the indications all point to a good flaxseed crop in the Northwest.

Turpentine.— Although one quotation as low as 72 cents has been heard for turpentine, the prevailing price is still 75 cents. There has been an unexpected weakness on the primary markets. For the last few weeks each succeeding reduction has been heralded by predictions that the lowest possible rung on the ladder has been reached. But time after time the predictions have been discredited by further decreases and, although the situation has for some weeks been such that lower prices have seemed highly improbable, the downward trend does not seem yet to be thoroughly checked. Despite the fact, therefore, that everything points at present to a cessation of price reductions, no one cares to assert that such will prove to be the case.

Rosin.—There are no developments in the rosin market. Sympathy with turpentine has effected some reductions of late but they have not been large enough to prove material. Therre is a fairlv brisk demand at present.

Putty.—The demand is growing but the season is not yet far enough advanced to bring about active conditions. Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—There is a good demand. The attendance of master painters at the convention has caused the retail trade to fall off to some extent. The price is being steadily maintained.

Read Lead.—The call is said to be well sustained, although orders are largely of the sorting up variety. The price quoted here is 4¾ cents for 100-lb. lots.

Varnishes and Japans.— There is an active tone to the market, although the demand in these lines has slackened off some. All reports indicate that the season has been an exceptionally good one so far and, therefore, the prospect of a quieter time ahead does not cause any uneasiness. Prices remain firm.

Glass.—Considerable glass is being shipped to the fire area in Northern Ontario. Business generally in glass is good for this season of the year.

Petroleum.—The demand has become exceptionally heavy, now that practically all summer resorts are filled with visitors. The price reduction noted last week holds and present quotations are:—Sarnia prime white, 11½c; American water white family safety, 13c; Pratt's Astral, 14½c.



"Suggestion Book"—A twenty-four page booklet of fine-colored prints of harmonious color schemes for interiors and exteriors.

¶ The mission of paint is to beautify and protect.

¶ The mission of the "Suggestion Book" is to meet the request made of us by customers all over the Dominion for suggestions for harmonious color combinations.

¶ This book enables agents for B.-H. "English" Paint to advise their customers regarding colors for home decorations and to show prospective customers how various color combinations would appear on buildings of different architectural designs.

¶ Any enterprising merchant anywhere will have a permanent profitable paint department with B.-H. "English" Paint and B.-H. selling helps.

¶ If there is no B.-H. "English" Paint agency in your town, write our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

C

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	8 25	8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A" 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Brazlers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles, base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¼	0 02¼
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 75
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll.	4 50	5 00
Sheets, 3 to 6 lb. ft.	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	7 50	7 50
Part casks	8 00	8 00

SPELTER.

Foreign, per 100 lb	6 25	6 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 00 49 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90

YOUR BEST CUSTOMERS

demand Brushes that give absolute satisfaction that do not shed the bristles, and that work evenly.

BOECKH'S
"STEEL GRIP" BRUSHES

are the practical painter's choice. Experience has guided him in selecting this line.



The BOECKH BROS. COMPANY, Ltd.

TORONTO

Factories: 158 to 168 Adelaide St. West. **Offices: 80 York St.**

This cut was reproduced from a photograph of a Bowser System installed for

Manville Hardware Co., Prince Albert, Sask.

Ask the Bowser users.



This system handles

Raw Linseed
Boiled Linseed
Turpentine
Gas Engine Oil
Cylinder Oil
Floor Oil
Machine No. 1
Machine No. 2
Coal Oil

with profit to the owner.

The Way to Get More Profit on Paint Oils.

Look at the **barrels, faucets, measures, funnels and floors** if you want to **see** where a goodly share of your oil profit goes to. You can save every cent of this loss by using a Bowser System. It measures the oil directly into the customer's can. **No Measures nor Funnels.**

You can buy one pump and tank or a dozen. Just suit your own needs. You can try out only one at first. The price is reasonable. They protect you from fire and save their cost. Ask for FREE book No. 1 N.

S. F. BOWSER & CO., LTD., 66-68 Fraser Ave., TORONTO

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75
Genuine, 100 lb. kegs, "	5 25
No. 1, casks, per 100 lbs	4 25
No. 1, kegs, per 100 lbs	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine single barrels	0 72	0 78
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil " raw	1 00	1 07
" " boiled	1 03	1 10
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		5 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 25
Granitine floor finish		2 25
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	6 00	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p c ; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, **AAA** to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2	inch, in 10 foot lenghts		3 30
3	" " "		4 00
4	" " "		5 28
5	" " "		7 26
6	" " "		8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR NETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8	inch, in 100 foot lengths			2 90
10	" "	"		3 15
12	" "	"		3 68
15	" "	"		5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch	per gross		7 00
" " ½ "	"		10 00
" " ⅜ "	"		12 00
Leather, 1-inch	per doz.		4 00
Leather, 1½ "	"		5 20
Web			2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net		7 25
" " 5-in.	"		7 00
" " 6-in.	"		6 75
" " 8-in.	"		6 50
" " 10-in. and larger			6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—		
under 12 in	per 100 lb.	4 00
over 12 in	"	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
⅜ x 5 per gross	2
5-16 x 5 "	

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HUBBE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS

White Mountain, 50 p.c.

Amatite ROOFING

A Word to the Dealer!

Are you selling the old-fashioned "paint-me-oftenoid" roofing, or are you selling the modern "no-paint" kind called Amatite Roofing? We are spending thousands of dollars every month in advertising to tell the consumers that the day of painted roofings is past and that they can secure at the same price Amatite Roofing *which needs no painting.* ¶ Amatite has a practical, durable mineral surface. Lay it on the roof and it needs no further care. ¶ Every practical user of ready roofings sees the point in a minute. He knows that painting roofs every two or three years is a nuisance and that it costs him money. He knows that he is liable to neglect it, or find when the time comes round that he cannot afford to buy the paint just then, or hasn't the time, and so the roof gets neglected and wears out. ¶ Show him that you have a "no-paint" roofing which costs no more than the old-fashioned kinds and you will get his order. ¶ Amatite is easy to lay, requiring no skilled labor. Nails and cement are supplied free, packed in the centre of the roll. Booklets, samples and other information on request. Address our nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S

The Roofing House of Canada!

2 & 3-ply
Ready Roofing
"Black Diamond" Tarred Felt
"Joliette" & "Cyclone"
Sheathing

"The House cool in Summer, and warm in Winter."

That's the line of talk that never fails to sell our Building Papers and Roofings.

They are guaranteed to be made of finest quality materials, to withstand all kinds of climates, and to be easily laid by any ordinary workman.

We also make all kinds of Wrapping Papers.

Alex. McArthur & Co.,
Limited.
82 McGill Street, Montreal
Western Agent:
F. J. Cox,
Winnipeg

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

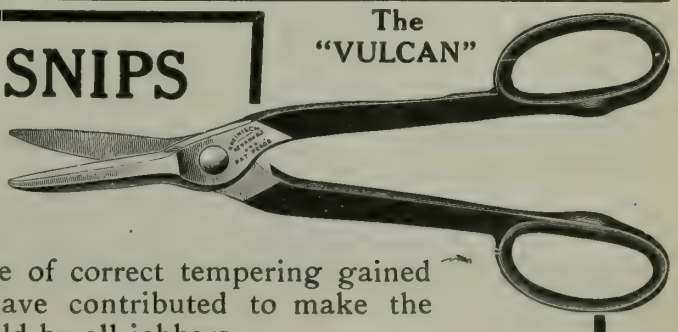
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

HEINISCH TINNER SNIPS

The "VULCAN"



Cut illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world Sold by all jobbers.

TAILORS' SHEARS

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TRIMMERS SCISSORS

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 85	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	18 25	18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1¾—1¾ inch	2 70
2—2½ inch	2 60
2¼—2½ inch	2 45
3—3½ inch	2 40
3½—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring cap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	8½
Sisal bed cord, 48 feet, per dozen	0 65
Sisal bed cord, 6 feet, per dozen	0 80
Sisal bed cord, 72 feet, per dozen	95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per dozen 16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japar 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TILLWELLS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c

TINNERS' SNIPS

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Ramsay's Creosote Stain.



You should know something about these beautiful Shingle Stains. They are great for preserving shingles and are becoming more popular every day.

Formerly everybody was obliged to import all these goods. Now, we make them.

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Different climates affect paint—a paint made to resist the damp atmosphere of the Eastern Provinces may not prove equal to a paint manufactured to resist the dry atmospheric conditions of the Central Provinces. A paint which proves successful in a moderate climate is not so suitable for the tremendous climatic extremes of the Prairies.

To obtain the best results you must use a paint suited to the climate where it is used. We have been manufacturing a paint especially to meet the climate conditions of the West for the past thirty years, and our success is evidenced by the tremendous growth of our business.

Hundreds of Dealers sell *Stephens* Pure Ready Mixed Paints to their and their customers' entire satisfaction—because—they are good goods, they are guaranteed to give satisfaction and they give satisfaction.

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G. F. STEPHENS & CO.

Limited

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Branch at Calgary, Alta.

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The Steel Co. of Canada, Ltd., Hamilton

Files and Rasps
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Disston, Henry, & Sons, Philadelphia, Pa.
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Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

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Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Forgings
Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos Davidson Mfg. Co Montreal
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Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

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The Barton-Netting Co., Ltd., Windsor, Ont

Glass
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Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

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Hobbs Mfg. Co., London
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Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.

Hammocks
The I. E. Palmer Co., Middletown, Con.

Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont
Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties
Hunt, Helm Ferris & Co., Harvard, Ill
Taylor-Forbes Co., Ltd., Guelph, Ont

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hooks
Steel Co. of Canada, Limited, Hamilton

Hoop Iron.
Frothingham & Workman, Ltd. Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co. Windsor, Ont.

Iron and Steel Bars
Steel Co. of Canada, Limited, Hamilton

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont

Ladders, Shelf
Hamilton Brass Mfg. Co., Hamilton

Lampblack
The L. Martin Co., New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Queen City Oil Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor-Forbes Co., Guelph

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio

Lighting Fixtures
Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Mariatt, Moose Jaw

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Metal Store Fronts
Canada Foundry Co., Ltd., Toronto

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Parmenter & Bulloch Co., Gananoque
Steel Co. of Canada, Limited, Hamilton
United States Steel Products Co., Montreal

Oilers
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co. Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks
Bowser, S. F., & Co., Toronto

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Paint Brushes, Automatic
Standard Automatic Mfg. Co., New York

Perforated Sheet Metals
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Pig Iron
Steel Co of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont
John Lysaght, Ltd., Bristol, Newport and Montreal

Pumps
Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont
F. E. Myers & Bro., Ashland, Ohio

Putty
Steel Co. of Canada, Limited, Hamilton

R.R. Angle Bars
Steel Co. of Canada, Limited, Hamilton

R.R. Axles
Steel Co. of Canada, Limited, Hamilton

Razors.
Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Canadian Ferrosteel Co., Bridgeburg, Can

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman Montreal
Sherbrooke Scale Co., Sherbrooke, Que

Screws, Nuts, Bolts
Steel Co. of Canada, Limited, Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Spikes, Railway, Ship or Pressed
Steel Co. of Canada, Limited, Hamilton

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Staples
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, P

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

Stencils
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Store Ladders
F. E. Myers & Bro., Ashland, Ohio

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co. Galt, Ont.
Finlay Bros. & Co., Carleton Place
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks
The Steel Co. of Canada, Ltd., Hamilton
U.S. Steel Products Co., Montreal

Tapes
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tie Plates
Steel Co. of Canada, Limited, Hamilton

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Timber Jacks
Trewhella Bros., Birmingham, Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Chapin Stevens Co., Pine Meadow Conn.
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
Berry Bros., Limited, Walkerville, Ont.
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Vises
Hollands Mfg. Co., Erie Pa.
Chas. Parker Co., Meriden, Conn.

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Washers
Steel Co. of Canada, Limited, Hamilton

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros & Co Montreal.

Wire—Iron, Steel, Brass and Copper.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
Jas. Steele Limited, Guelph, Ont

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Cochran Pipe Wrench Co.



CARPETED floors are no longer popular. People are becoming converted to the greater attractiveness of painted, stained and varnished floors, which are far more sanitary. To get in line with this movement by making a special drive on floor finishes means increased sales and more profit. Your paint department should contain a complete line of

SHERWIN-WILLIAMS FLOOR FINISHES

which includes a finish for every kind of floor. Though not the cheapest, they are reasonable in price, are attractively labelled and have all acquired a large sale on merit and good advertising. They are the kind you like to recommend to your best customers.

S-W Inside Floor Paint dries with a gloss over night, wears splendidly and looks well anywhere. Made in 10 serviceable shades. A good reputation, attractive packages, good store displays, color cards and literature make it a profitable part of your stock.

S-W Porch Floor Paint is impervious to the weather and makes a most satisfactory and durable finish for porch floors and steps and decks of boats. It will withstand the hardest wear and scrubbing for the longest time. Made in 8 shades and put up in quarts, half gallons and gallons.

S-W Floorlac is a combination stain and varnish that wears well and accurately resembles the various woods it is made to represent. An ideal finish for soft wood floors. Does not scratch or turn white and retains its color until entirely worn away. Is also adaptable for use on furniture and inside woodwork. 8 colors including clear and ground.

S-W Crack and Seam Filler (Paste) An elastic composition that does not shrink or dry up but gives a permanently smooth, hard surface over which to apply paint stain or varnish. Easy to apply and always gives satisfaction. Put up in 1, 2, and 5 pound cans.

S-W Marnot is a clear, elastic floor varnish that makes good on every reasonable claim ever made for a high-grade product. It will not scratch, powder, turn white or blister under wear or water. It will stand the hardest abuse and can be sold without hesitancy to the most particular buyers. Many dealers are specializing on Marnot because of its excellent qualities.

S-W Floor Wax. Both transparent paste for ordinary polished floors and powdered for dancing floors. Every paint dealer should carry a supply of S-W Floor Wax as its good qualities make many repeat sales. Dancing Floor Wax is put up in sprinkler top cans.

The Sherwin-Williams Proposition offers splendid opportunities to dealers everywhere. You cannot make good connections too soon.

THE SHERWIN-WILLIAMS CO.
(OF CANADA, LIMITED)
PAINT, VARNISH AND COLOR MAKERS, LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES AND WAREHOUSES: MONTREAL,
TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer.

RATES—2c per word first insertion.
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BUSINESS CHANCES

FOR SALE—Hardware, heating and plumbing business in live town. Stock small. Owner wants to go West. Box 515, HARDWARE AND METAL, Toronto. (24tf)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE — Old established hardware and coal business. Or, one of present proprietors would take partner with some capital. Box 204, Iroquois, Ontario. (27)

FOR SALE — Plumbing and tinsmithing business with first-class set of tools in good live Ontario town. Good stand, just the place for the right man. Box 239, Haileybury, Ont. (31)

FOR SALE—Hardware business in Western town of great opportunities. Amount invested, $30,000; payment required, $10,000, which amount could be made annually. Apply Box 576, HARDWARE AND METAL, Toronto. (29tf)

FOR SALE—Plumbing, heating and tinsmithing business; well established in New Ontario town of 6,000; waterworks, sewers and electric light; a coming city; chance of a lifetime; immediate possession; good reason for selling. Write for particulars to Box 577, HARDWARE AND METAL, Toronto (31)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

WANTED—Five to six thousand dollar hardware business in first-class Ontario town in exchange for first-class quarter wheat land in Saskatchewan. Box 522, HARDWARE AND METAL, Toronto. (28)

SHEET METAL PATTERN DRAWING

BY the ordinary method of learning by experience only it takes a tinsmith from 5 to 10 years to learn how to draw patterns for everything in sheet metal work, discover the easiest and quickest ways of doing things and learn how to estimate on work. The lack of this knowledge costs him many hundreds and even thousands of dollars in lost wages or profits. Ask any old tinsmith if this is not so. They did not have your chance of getting a cheap practical course in Pattern Drawing, Construction and Estimating. Our course gives you this knowledge and, studied in connection with your everyday work, it learns you more in six months than the old method would learn you in a lifetime. For the month of July only we offer this complete Course for $10 cash. Send for full particulars. This offer closes Aug. 1st. Address THE SHEET METAL SCHOOL, Box 419, Galt, Ont. (30)

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY If you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto

SITUATIONS VACANT

HARDWARE CLERK. Highest wages to man of experience and reliability. T. E. HENDERSHOT, Mount Forest. (28)

WANTED—Hardware clerk, must have experience. State salary expected. Apply to John Dufty, Broadview, Sask. (30)

WANTED—Hardware clerk, experienced, good stock keeper Give references and state wages. Apply to W. J. HEARD, Fenelon Falls, Ont. (29)

GOOD position for experienced hardwareman who could write advertisements and get up attractive circulars and booklets. State fully experience, age and salary expected. Will keep strictly confidential. Box H, Montreal Que. (tf)

JUNIOR HARDWARE CLERK WANTED by September 1st; bright young man with two or three years' retail hardware experience. Must be well recommended. Job permanent if you suit. PURVIS BROS., Ltd., Sudbury, Ontario. (31)

TINSMITH WANTED for Saskatchewan City. Must be capable to handle general work and install Sunshine Furnaces. Wages to competent party 42½c. per hour, ten hours per day. Apply immediately in writing, McCLARY MFG. CO., Winnipeg. (30)

WANTED—Man capable of doing plumbing and tinsmithing. Will pay $25 per week for good capable man. Write, giving full particulars, to H. W. STOREY, Camrose, Alta. (30)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

SITUATIONS VACANT

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto (24tf)

HARDWARE SALESMAN

with A1 connection in Great Britain, going there for six months, wishes to handle Canadian Hardware.

Address Commission
c/o HARDWARE & METAL,
(29) Montreal.

TRY A CONDENSED AD.

IN THIS PAPER.

The Opening Wedge

To New Business

Is the best goods at a reasonable price.

New business is absolutely essential to any paint dealer, his business cannot stand still for any length of time — it must go forward or go backward. That is a law of nature which works out in everything, great or small.

You want new business, Mr. Dealer, but you can't get it without an entering wedge. You will find the entering wedge to new business is



To Re-Order Business

Is the same force that brings in new business — quality which gives universal satisfaction. The re-order must be filled with the same quality that brought the original order, otherwise there will be no more business from that customer.

You will find, Mr. Dealer, that our quality is just as strong a force for re-order business as it is for new business. The opening wedge to re-orders is

MARTIN-SENOUR PAINT
100% PURE

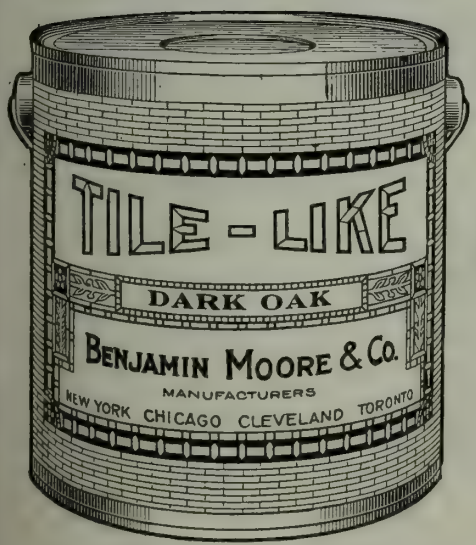
Honesty in manufacture and advertising is the material in this wedge. Its point is sharp and every blow you strike, the more business it opens to you.

As a live 20th Century business man you naturally are anxious to get the goods that will bring in the most business.

Mr. Dealer, you can get them by writing for our agency proposition. It is open to all live dealers, the kind that want to go forward.

THE MARTIN-SENOUR CO., Limited

Montreal **Pioneers of Pure Paint** **Chicago**



MOORE'S *Tile-Like*

is full of attractive selling points, and can be handled with profit by every hardwareman. "TILE-LIKE" is a colored **Varnish and Stain Combined**, and requires no stirring. No other varnish stain is so uniform in color as "TILE-LIKE," which has the added advantage of not hiding the grain of the wood.

Will not mar when used on floors, works easily, is slow in setting, and can be rubbed in 24 hours. Suitable for all kinds of interior woodwork. Buying "TILE-LIKE" means saving the cost of staining, and it will be found a high-grade varnish, the equal of any on the market.

GIVE "TILE-LIKE" THE PROMINENCE IT DESERVES.

Other MOORE Leaders are: Mooramel, Muresco, Floor Paint, Saniflat. House Colors, Impervo Varnish.

Write for Colour Cards and Prices.

Benjamin Moore & Co., Limited, Toronto

NEW YORK CHICAGO CLEVELAND

MEAKINS'

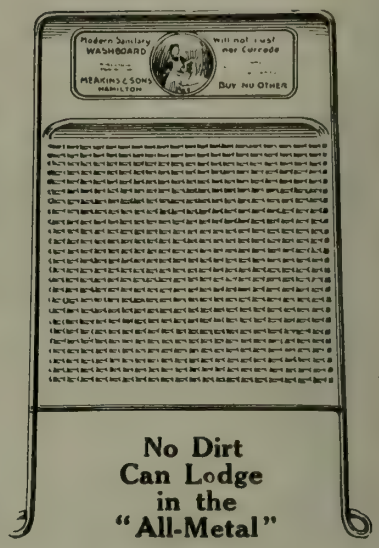
SANITARY WASHBOARDS

Have the qualities which recommend them to particular buyers.

These washboards are of **metal construction throughout** and have **no wood to warp and no nails to come loose or rough edges of zinc to cut hands. They cannot retain dirt** because each board is made **in one piece.**

Send for Particulars and Prices to

Meakins & Sons, Hamilton, Ont.



No Dirt Can Lodge in the "All-Metal"

The Public Knows

THE public knows what it wants and asks for the merchandise it knows. It knows Pratt & Lambert Varnishes better than any others. It has been made to know, so that P. & L. Dealers might sell more and make more profit.

Are you getting yours?

Be a P. & L. Dealer
There's money in it.

Benjamin Busy

PRATT & LAMBERT-Inc.
VARNISH MAKERS 62 YEARS
24 COURTWRIGHT STREET, BRIDGEBURG, CAN.
FACTORIES:
BRIDGEBURG, CANADA
LONDON PARIS HAMBURG NEW YORK BUFFALO CHICAGO

Hark! Mr. Dealer!

Here's your chance for a brisk, profitable trade. Such trade comes easily to the dealer handling



Acorn Corrugated Galvanized Sheets

which are made of metal so galvanized that it readily passes the severe tests that British Government requires of such building materials. These Sheets are highest quality, yet cost no more than ordinary, uncertain kinds. And you can DEPEND on Acorn Corrugated Sheets, for they are

ACCURATELY MADE

Our powerful machines stamp each corrugation separately and make them absolutely accurate. Therefore, they fit together perfectly and are easily erected. For moderate-priced constructions, repairing old buildings, etc., they are unequalled in value. Build a reputation by selling Acorn Quality Sheets. Thus you get a grip on the trade you want. Large stocks always ready for shipment. Get full particulars.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

TRADE MARK KEYSTONE BRAND REGISTERED

BRUSHES

—NEW LINES—

Very attractive values.

Better finished than ever.

SEE THEM BEFORE YOU BUY.

Manufactured by

Stevens-Hepner Co., Limited

PORT ELGIN - - ONTARIO

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN

LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

L M & C

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

ARE YOU PREPARED

To fill the order of a customer who asks for some really good varnish? When a man says: "I want some varnish; a brand that is tried and tested; something that will stand the wear," have you any DOUGALL VARNISH to offer him?

DOUGALL VARNISH fills the bill in this case and in every case where quality is desired.

We make a varnish for every purpose. Each one has proved itself to be the best in its class.

Dougall Varnishes are quality from first to last.

Our booklet on Varnishes will be sent you if you let us have your name and address. Write to-day—It's worth while.

The Dougall Varnish Company, Limited

J. S. N. DOUGALL, President

MONTREAL - CANADA

Associated with Murphy Varnish Co., U.S.A.



Making the Best Known Varnishes Still Better Known

Thousands of dealers and users know the merit and standing of Berry Brothers' Varnishes, without the need of any further argument on our part.

Years of good-quality service and consumer advertising have made "Berry Brothers" a household name.

But every day it is becoming better known. Every day the *label* is made more and more familiar to all consumers—so familiar that it is recognized at sight on any dealer's shelves.

Are you taking advantage of this growing popularity? Is your varnish business increasing in proportion to the opportunity our reputation and advertising open up to you?

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE LIQUID GRANITE MARK
For finishing floors in the most durable manner possible.

WOOD LUXEBERRY FINISH
For the finest rubbed or polished finish on interior wood-work.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather.

BERRY BROTHERS, Limited

The World's Largest Varnish Makers

WALKERVILLE, ONT.

Satinette

(White Enamel)

should be on every dealer's shelves if for no other reason than that it is one of the famous International Varnish Products.

But—it has plenty of intrinsically superior qualities to recommend it besides that.

Satinette is suited for decorative work of every description Gloss Interior and Flat Interior for interior work and Gloss Exterior for exterior work.

Satinette is known all over the world as the white Enamel that stays white—it cannot become yellow.

Architects, painters and decorators always think of Satinette now when they think of enamel.

Satinette is the most perfect and durable white enamel ever made.

It has great covering capacity and **CANNOT TURN YELLOW.**

Like all International Products, Satinette is sold only in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

A



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

The Michaelmass Fair

AT LEIPZIG (Germany) for the WHOLESALE AND RETAIL TRADE will commence on
SUNDAY, AUGUST 27th, 1911
and closes Sunday, September 17th.

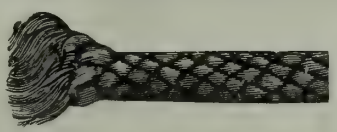
THE SAMPLE FAIR (For CERAMIC, METAL-WARE, ETC.) to occupy the FIRST WEEK ONLY.

THE LEATHER FAIR will open ***Wednesday, September 13th,*** and the FAIR EXCHANGE for the LEATHER INDUSTRY will be held ON THE SAME DAY from four to six o'clock P.M. in the large hall of the New Exchange on the Bluecherplatz.

LODGINGS may be secured through the "Verkehrsverein, Handelshof, Naschmarkt."

LEIPZIG, June 15th, 1911.

THE COUNCIL OF THE CITY OF LEIPZIG, GERMANY



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

NEW ERA PAINT

Constant Satisfaction.

NEW ERA PAINT is sold on merit, and its lasting qualities never fail to satisfy the most critical of buyers. Its ability as a surface coverer and its ability to keep in good condition satisfy your customers as no high-priced paint can satisfy—that's where NEW ERA wins out.

PRICES AND PARTICULARS ON REQUEST.

Standard Paint & Varnish Works Co.

WINDSOR LIMITED ONTARIO



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Carbon Black Elastic Paint

A SPECIAL ROOF PAINT
LEAK PROOF AND FIRE RETARDENT

Can be put on Felt, Tar-paper, Gunnysack, Shingles, Metal or any other material.
Will not Crack in Winter or Melt in Summer.
A most popular article that shows good profits to the merchant.
Write and we will send our traveller.
Stocks on hand at Calgary, Saskatoon, Edmonton, Vancouver and Toronto.

The Carbon Oil Works, Ltd.

HEAD OFFICE - WINNIPEG, CANADA
Manufacturers of C.O.W.L. BRAND Paints, Stains, Wax Oils, and Oils-of-Tar, Specialties, etc.

WINNIPEG .:. .:. .:. CANADA



You CAN teach an old dog new tricks

as this little story shows.

A short time ago a man came to a certain dealer and asked for an Auger bit (naming a well-known make). The salesman asked him if he had ever tried a FORD, and explained its advantages over the bit he had called for. The man would not listen, saying he had used this same bit for years and wouldn't use any other.

The salesman sold him the Bit, then handed him a Ford and said, "Take this home and return the one you don't wish." The next day he returned the other bit, his old favorite, and kept the FORD.

What this proves

Here was an actual working test with odds against the FORD—heavy odds, too, as the workman was prejudiced against it. But the FORD won.

This is convincing proof that the FORD is the superior Bit. It proves conclusively that it needs only to be tried to be used in preference to any other.

It is one Bit you can recommend with confidence, and know it will make good every claim made for it.

If you have your customers interested at heart, try the above plan next time you have a call for an Auger Bit other than the FORD. FORD buyers are steady customers.

FORD AUGER BIT CO.
HOLYOKE, MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN
CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES
Write for Prices

Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited
WOODSTOCK, - ONTARIO

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

Have been the Standard for over seventy years

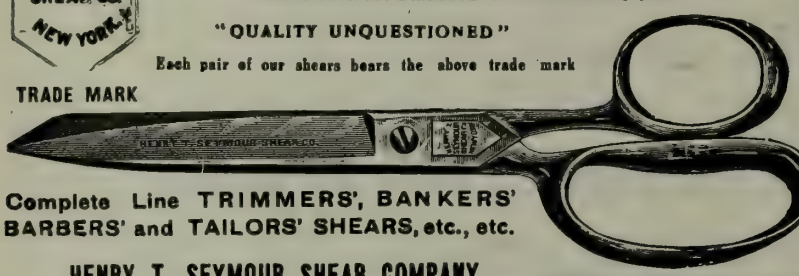
"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



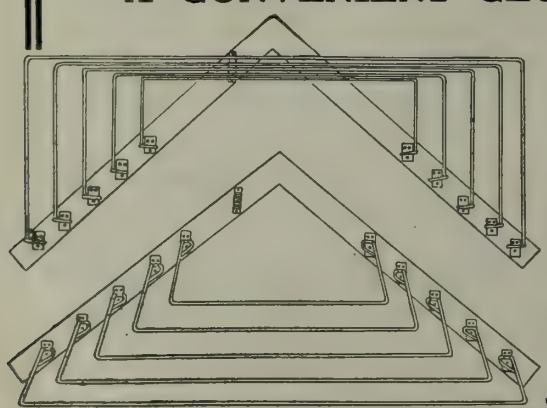
Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, *Agents*

A CONVENIENT CLOTHES RACK



This High-grade rack can be fastened to the wall near a stove or range.

When closed it projects only 1 1-2 in. When extended, and all the bails are down, it stands out only 14 ins. from the wall and has a drying space of 19 feet.

Each bail can be lowered separately without interfering with the others.

The sides of the rack are made of hardwood—the bails of galvanized steel, bent so as to be self supporting when in use.

The price of the rack is $1.25 retail, manufacturers' price $9.00 per doz.

This is a sure seller. Order from your wholesaler or direct from us.

Modern Machinery Co.
SARNIA, ONT.

Ehle's Patent Lunch Box

This is a cheap and convenient food carrier. The top and bottom are pressed out of sheet metal, and japanned. The sides are made of heavy waterproof canvas; and when folded the box is not more than a quarter of an inch in thickness.



READY FOR USE



FOLDING UP



FOLDED FOR POCKET

Dimensions set up—
7½ x 4½ x 5 inches.
Parcelled 1 doz. in a bundle;
packed 1 gross in a case.
Shipping weight per gross, 80 lbs.

Prices on Application.

MANUFACTURD BY

E. T. WRIGHT & CO., Hamilton, Canada

(H. G. WRIGHT)

Winnipeg agents, Merrick-Anderson Co., Winnipeg, Man.; Toronto agent, F. B. Wilson, 33 Maitland St., Toronto, Ont.

Vancouver agents, Macpherson & Teetzel, Vancouver, B.C.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

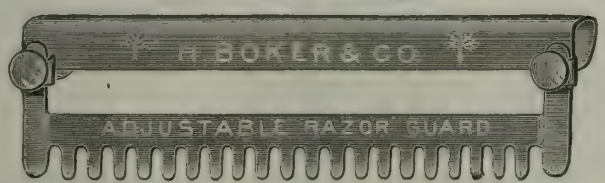
Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

This Combination Makes the Safest Shaving Outfit Obtainable—Boker's "Radium" Finest Concaved Razor With Adjustable Guard



With one of these guards and a Boker Razor you have a shaving outfit that will last a lifetime. Impossible to cut yourself with this guard.



Fits every Boker Razor, made of German Silver Nickel Plated. Neatest and most substantial Razor Guard on the market.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



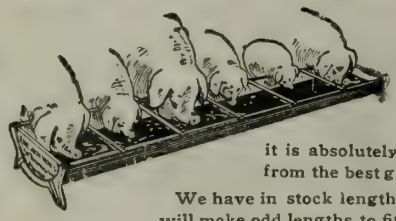
The EUREKA

is the best tool for digging post holes any size. Also for sinking posts heaved by frost. It cuts off roots—lifts out stones, etc.—works in sand, clay, gravel or muck. If your jobber will not supply them, write us.

We also make Wire Stretchers for building Wire Fences, Drive Well Points, Drive Caps, Shoes, Cylinders and Pumps.

Otterville Mfg. Co., Limited
OTTERVILLE, - ONTARIO

Heavy Steel Hog Trough



This trough is unequalled in efficiency by any other on the market

It cannot leak, as it is absolutely rivetless and made from the best grade galvanized steel.

We have in stock lengths from 4 to 12 feet, but will make odd lengths to fit any pen to order, at special prices.

ERIE IRON WORKS, Ltd., ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Produot, Aoourately Maohined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



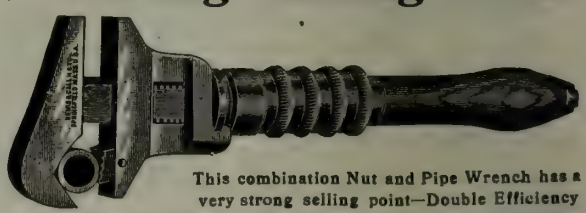
Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

A Strong Selling Point

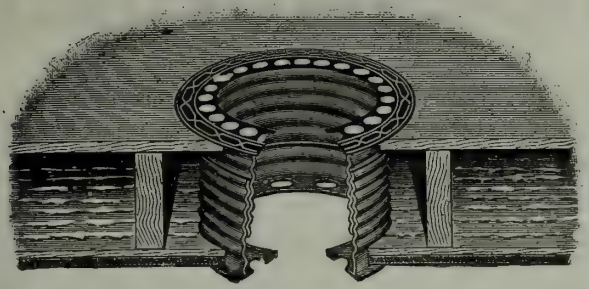


This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

BRASS ROD

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

Glues, Gelatines, Size, Etc.

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for QUALITY and VALUE cannot be excelled.

Supplied through Merchants, Jobbers, etc., only.

THE GROVE CHEMICAL CO., LTD.
ESTABLISHED 1859 Appley Bridge, Wigan, Lancs, England

WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

WALL PLASTER

THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.
LIMITED
Winnipeg, Manitoba



GROW, DEALERS! SPREAD OUT!

Put yourself in a position to take any kind of a roofing contract. With

"CROWN" PATENT STEEL SHINGLES

you have a better proposition than the slater can possibly offer. Get some (or all) of that business you've had to lose to him for so long. Get started to-day—right now, by writing for our catalogue and price lists. At the same time we'll send you our samples, charges prepaid. Write at once to

McFARLANE & DOUGLAS, Limited, *250-260 Slater Street,* ***Ottawa, Ont.***

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors' Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GREY IRON
CHAPLETS
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

FILTERS.

GALVO FILTER & STERILIZER
kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"
FILTERS
"ANTI-SPLASH" FILTERS Plain or Screw Faucets 25c. Write for discts.
Anti Splash Filter Co
Owen Sound Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
Eastern Repre.—J. S. Mullen, 1749 Park Ave., Montreal, Que.
Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.



HORSE POKES.



Our Surprise Horse and Cattle Halter Pokes are the best.
Manufactured by
James & Reid
Perth, Ont.

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

LAMP BLACK.

L. MARTIN COMPANY
The world's largest manufacturers of
Lampblacks
92 years' reputation behind every package.
See our quarter-page advertisement appearing every alternate issue of "Hardware & Metal."
New York Philadelphia Cincinnati London, Eng.

MALLEABLE IRON.

A want ad. in Hardware and Metal will bring replies from all parts of Canada.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

JAS. BISSET & CO.
MANUFACTURERS' AGENTS
260 St. Paul St., QUEBEC, QUE.
Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

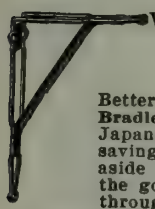
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



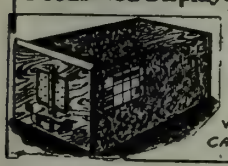
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That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

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Saves 20% Shelf Room over wooden boxes

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"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue. Manufactured by

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Stanchions and Stalls

"are guaranteed not to let the cattle loose, and are absolutely sanitary."

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They are simple, powerful, reliable, expeditious. A necessary tool for every farmer.

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The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

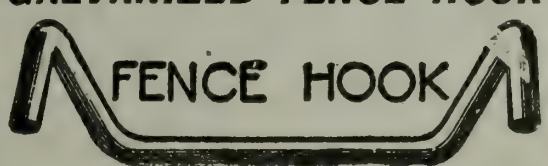
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are unequalled for cutting and wearing qualities.



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Champion High-Speed Washer



make it a winner against all competition Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

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We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use---every size, style, kind, in our big catalogue. Write

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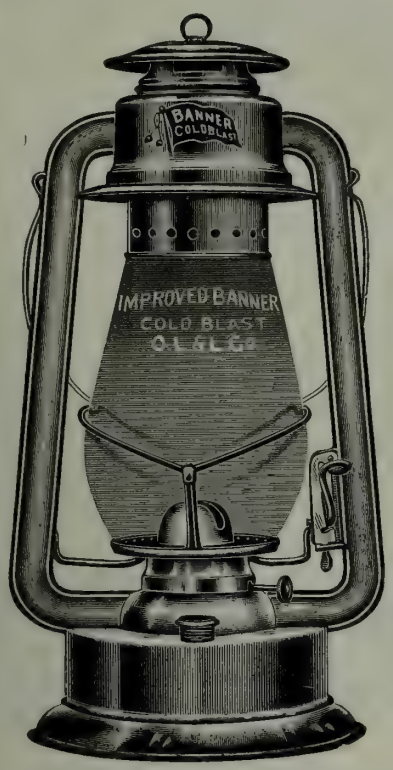
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YOU GET VALUE IN
WORKMANSHIP
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THAT MEANS
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ASK YOUR JOBBER HE HAS THEM

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A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

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Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

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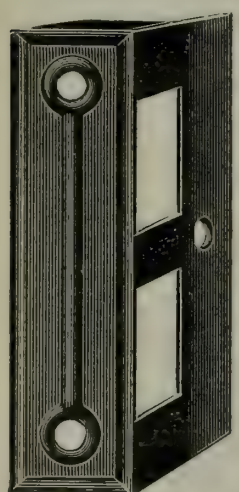
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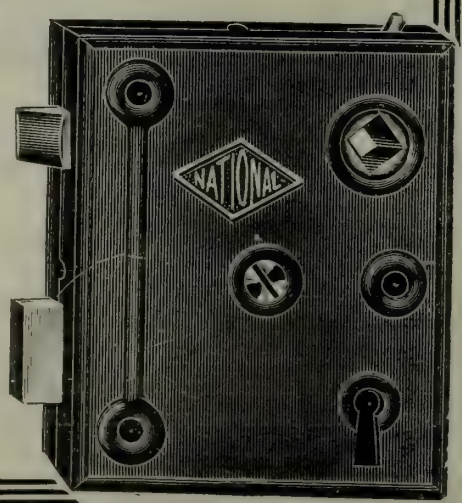


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That's why you should specify the

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The simplicity in construction and grade of materials used assure absolute satisfaction with every sale.



The National has got a quick selling ability that others lack—better investigate it at at once

Prices on request.

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT., CANADA.

Up-to-date Urns



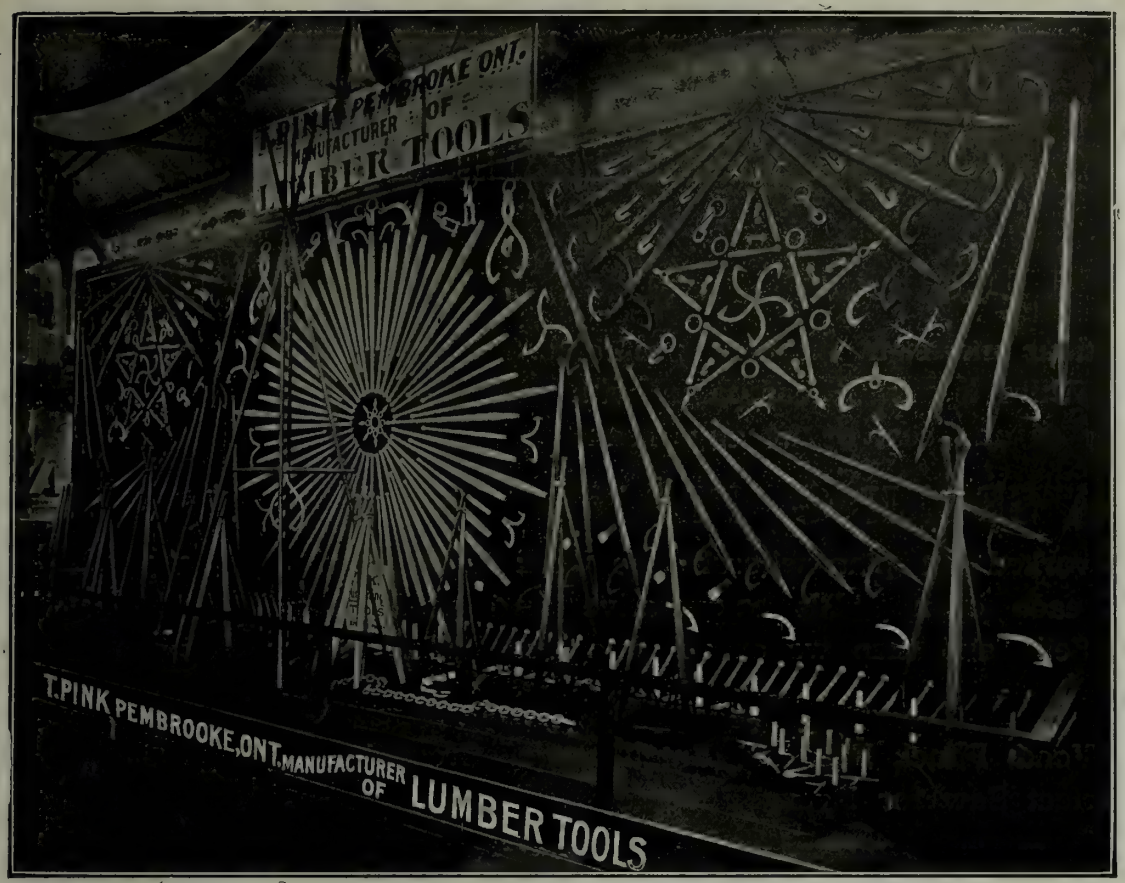
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The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

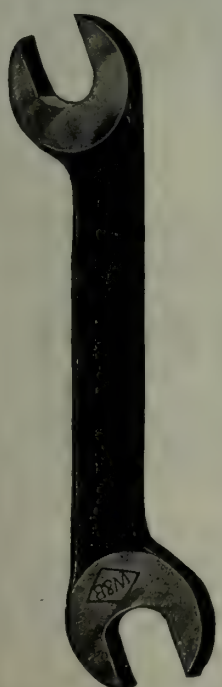
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Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

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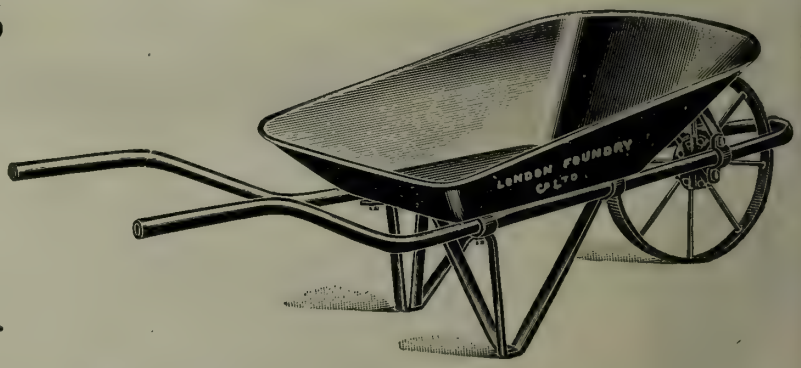
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Have the Agency in Your Town for the Simonds "Crescent Ground" Cross-Cut Saws

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

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THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

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Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

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THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

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AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or actories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
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DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

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A Britisher Buys a "ROSS" Match Rifle and then "Licks Creation"

Cable advices state that Private Blood, of the Irish team, has won first place in the "Bass," the "Edge," the "Halford Memorial," the "Wimbledon Cup," and the "Hopton Grand Aggregate" competitions, using a "Ross" Rifle and "Ross" Ammunition.

The "Ross" Rifle either for sporting or target use is the one for you to recommend. It is made in Canada—is absolutely at the top for accuracy, finish and price value, and gives you a satisfactory margin of profit.

If you have none in stock write at once for illustrated catalogue and discounts

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There is a tide in the affairs of men
Which if taken at the flood
Leads on to fortune
—*Julius Caesar*



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Lead Pipe
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Traps and Bends
Sheet Lead
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Do not Hesitate When the right opportunity presents itself.
In the race for fortune, the man who grasps his opportunities is the man who wins
A word to the wise is sufficient.

Never be without a stock of

HARRIS HEAVY PRESSURE

(THE COPPER COATED CAKE)

THE BABBITT METAL WITHOUT A FAULT

It is used from Coast to Coast. Is highly safisfactory wherever used.

ENGINEERS KNOW A Good thing and specify **HARRIS HEAVY PRESSURE.** Experience has proven that it positively eliminates friction and runs cool at any speed.

HARDWAREMEN KNOW A good thing and buy the Babbitt Metal without a fault. **HARRIS HEAVY PRESSURE** is good to stock. It brings repeat orders.

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CANADA
CEMENT
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Uniformity of Quality
Prompt Delivery
Adaptability
Standard Weight

Points to remember in connection with CANADA CEMENT when making specifications.

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Limited
MONTREAL TORONTO WINNIPEG CALGARY

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

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Builders' Hardware

We especially recommend to you our bevelled design sets.

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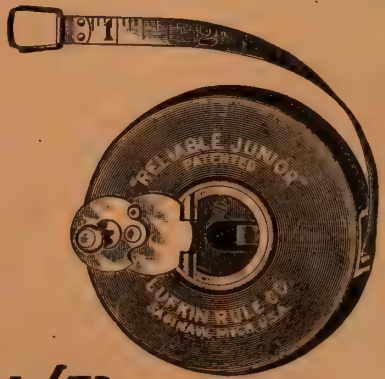

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"New Designs"
See Our 1911 Supplement
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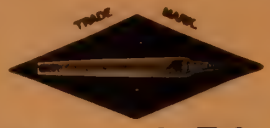
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Black Diamond File Works

G. & H. Barnett Co.

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Special Prize

Gold Medal at Atlanta, 1895

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TRADE **RADIUM** MARK

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

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Best English Make

5 Cwt. Casks.

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Stanley

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There are no others "just as good."

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Printed on the labels.
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It is a guaranty of quality.

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NEW BRITAIN - CONN. - U.S.A.

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HARDWARE AND METAL

Published Weekly by

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, JULY 29, 1911 NO. 30

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents, DORKEN BROS. & CO. MONTRDAL

You may forget the price of

"Queen's Head"



Galvanized Iron

But the excellent quality is not forgotten.

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Makers
Bristol, Newport and Montreal

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"TAYLOR-FORBES"

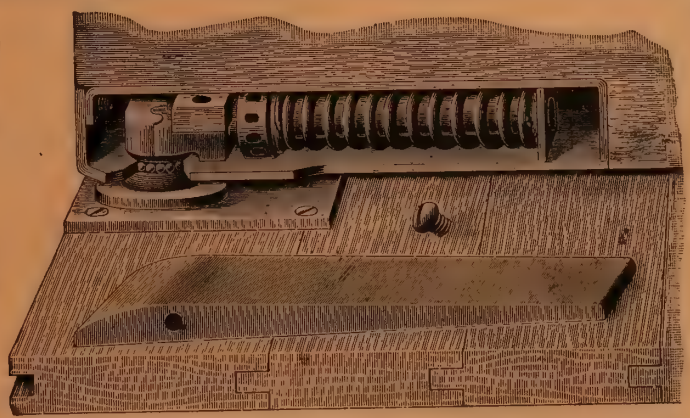
WROUGHT STEEL - BALL BEARING

Chief Spring

FLOOR HINGE

is built for service and contains the finest obtainable material, assuring long life and hinge efficiency.





They can easily be installed without cutting mortise in floor and are so constructed that water cannot get into working parts and cause corrosion. The tension of the spring can be handily adjusted at any time

First piece of lower cut is pivot for upper jamb.

Second piece is socket for top of door.

Third piece is hinge for door

Write for prices and full particulars.

Taylor-Forbes Co., Ltd.

Guelph, - Ontario

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B C; H. F. Moulden & Son—Travellers' Building, Winnipeg. Canadian United Mfrs. Agency, London, Eng.

Big Ben

A Watchlike Sleepmeter



Height 7 inches. Dial 4½ inches.
Rings steadily for 5 minutes, intermittently for 10.

HERE'S Big Ben—he's not quite a year old, but in less than a year, he's proven in the States the biggest clock success that we have ever known.—Today, ten months after his appearance, 12,000 jewelers—60 per cent. of the total United States number—sell him at the rate of 2,000 a day, at the highest figure that's ever been quoted.

We have now completed steps to introduce Big Ben to the Canadian trade on as extensive a scale as we did in the United States. Beginning with September we will extend our campaign to all the leading Canadian publications and in order to enable Canadian dealers to get the maximum benefit from our advertising, we are packing Big Ben specially for Canadian trade, 6 in a carton with a full set of Store Selling Helps (2 posters, 2 show cards, 2 metal signs).

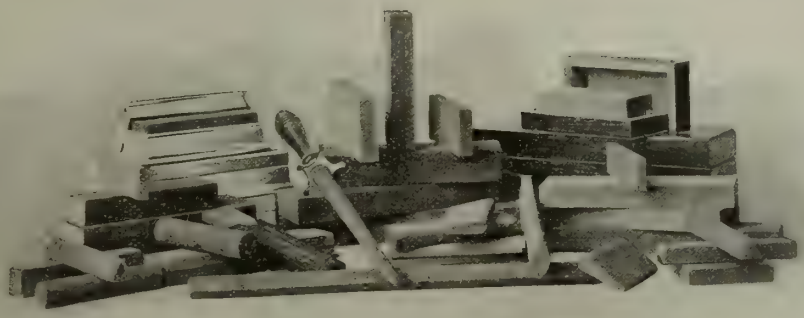
On an order for 12 we add a solid mahogany display stand. On an order for 24 or more we print your name on dials, give you the posters, display stand and a beautiful metal sign lithographed in five colors.

The retail Canadian price has been fixed at $3.00. You can sell him for more if you want but you may not sell him for less.—Big Ben is already carried in stock by 34 Canadian wholesalers. We shall be glad to let you have their names upon request.

In broken and dozen lots, $2.20 less 5%. In case lots of 24, $2.10 less 5 %.

The Western Clock Mfg. Co.
La Salle, Illinois

Carborundum Sharpening Stones



Advertising has created a tremendous demand for Carborundum Sharpening Stones—a demand that is up to the hardware dealer to fill. We are doing our share by backing up our advertising with stones that give a better edge in less time; stones that do not glaze or fill; that wear uniformly, last longer, and are positively revolutionizing tool sharpening. You simply cannot offer something "just as good." Better write to-day—now—for full information regarding Carborundum stones. There is a Carborundum stone for the carpenter, artisan, mechanic, barber, sportsman, housewife—in fact, any one who has a knife or tool to sharpen can get a Carborundum stone to do it immeasurably better than ever before.

Ask about our Free Display Case Offers, Catalogs, Trade Helps, Window Displays, Etc.
Let us get you started in making your sharpening stone business a big profit producer.

The Carborundum Company, Niagara Falls, N.Y.

Have You Seen These

New "Yankee" Tools?

No. 1530 Hand Drill for holes up to 3-16 in.

Takes round shank drills. Has the famous Automatic Double Ratchet movement the same as our other "Yankee" geared Drills, so helpful in many ways especially at close quarters where only part turn of crank can be obtained. The wood Handle has magazine for drill points. A fine tool for metal workers, amateur mechanics, etc.

No. 130 Quick Return

Same tool as the No. 30 but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

No. 75 Push Brace

Bores holes up to ⅜ inches in hard woods and ⅝ inches in white pine, quicker and easier than a Bit Brace. Drives and draws screws—takes all the small tools and works in close quarters where a Bit Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver.



They are catching the Mechanics.
Better let your Jobber quote at once.

NORTH BROS. MFG. CO.
Philadelphia, Pa.

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ON GOOD

Washers, Wringers and Churns

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YOU'LL SEE THEM AT THE BUSY STORES

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THEY MEAN PROFIT TO DEALER AND SATISFACTION TO USER

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CUMMER - DOWSWELL, Limited

HAMILTON, - ONTARIO

The S.M.P. GALVANIZED WARE

Galvanized Buckets



No. 160, with Roll Rim Bottoms. Heavy Malleable Ears, riveted and reinforced. The Bucket for the Contractor, the Railroad and for where it gets hard usage.

A strong, durable basket, unexcelled for handling grain, fruits, roots, etc.

Small Size :—Inches, 13¾ x 9¼.

Large Size :—Inches, 17¾ x 11¾.

PRICES ON APPLICATION

Galvanized Baske s



Corrugated Bottoms

Small size supplied with either bails or side handles.

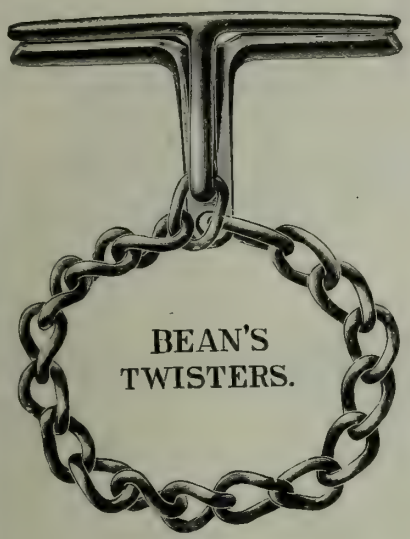
THE SHEET METAL PRODUCTS COMPANY

OF CANADA LIMITED

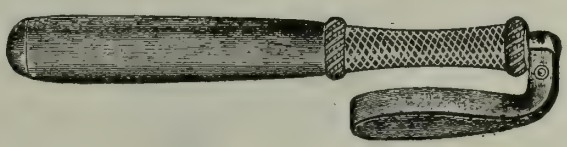
Montreal Successors to KEMP MANUFACTURING COMPANY TORONTO Winnipeg

POLICE GOODS

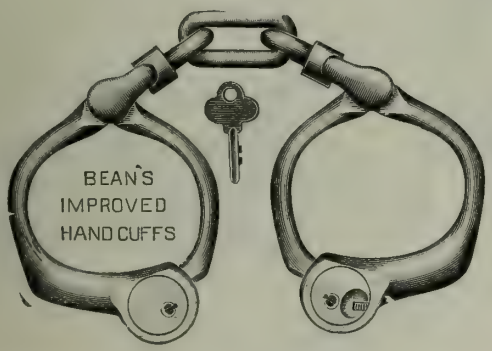
Carried in Stock by Us







POLICE CLUB OR BILLY





POLICE CALL OR WHISTLE

We Want You to Know—*Where you can get these goods.*

Your Order will be shipped promptly from our stock. You won't have to wait and worry while a Special Order is sent to the factory.

Your Police and Constabulary—*Buy these goods frequently.*

You can sell them as Low, as Easily and as Satisfactorily as Anyone, and thereby add a tidy sum to your Profit Account.

Besides, Policemen are good customers for Revolvers, Holsters and Ammunition.

Our Catalogue No. 46—*Just off the Press.* (*Write us for it at once.*)

Illustrates and describes this line so clearly that sales can be made with it as easily as with samples.

TAKE A SHOT AT THIS LINE AND SEE IF YOU DON'T MAKE GOOD

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

THE NAME

"MILFORD"

IS FAMILIAR WITH ALL GOOD MACHINISTS



Made of the 

Best Steel

MILFORD BLADES

"Milford Blades" are guaranteed to save over 75 per cent. in Hack Saw Blade expense.



RELIABLE BLADES
GIVE
GOOD RESULTS

MILFORD POWER HACK SAWS

No. 4, CAPACITY 5 in. x 5 in. No. 6, CAPACITY 8 in. x 8 in.

The Milford Blades are used by the best Machinists in America and are giving the best of satisfaction.

Increase Your Sales

by carrying the Milford Hack Saw Blades.

We Ship Promptly ***WRITE FOR PRICES AND CIRCULARS*** We Ship Promptly

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F.&W.

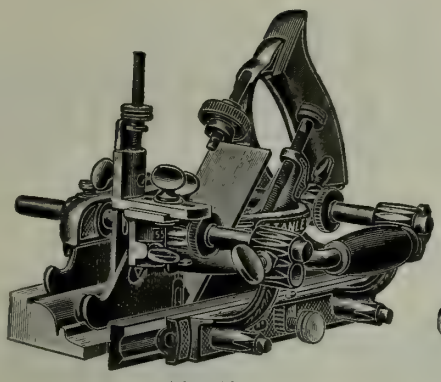
FROTHINGHAM & WORKMAN,

WHOLESALE HARDWARE and IRON MERCHANTS Limited

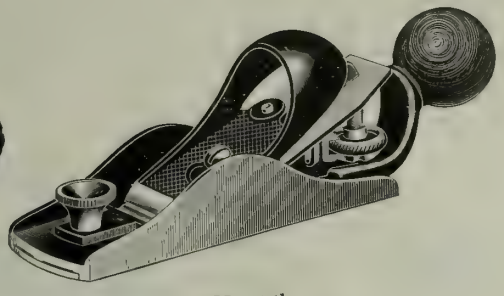
Montreal, - - - - - Canada

F.&W.

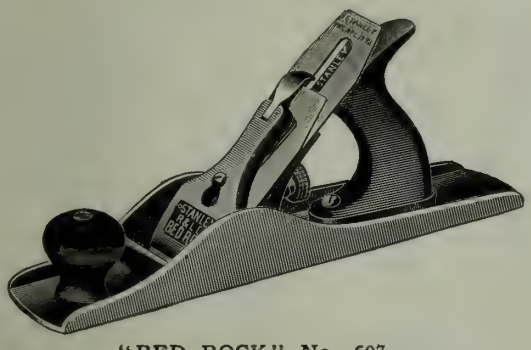
Stanley Tools



No. 55



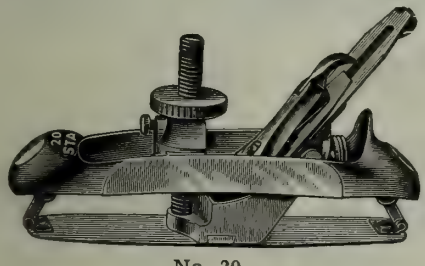
No. 15½



"BED ROCK" No. 607.



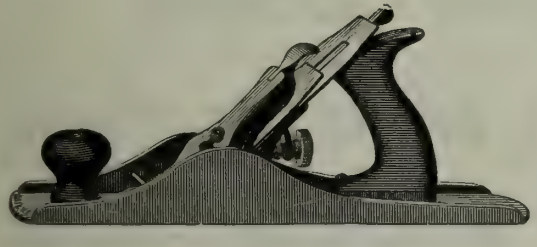
CORRUGATED BOTTOM.



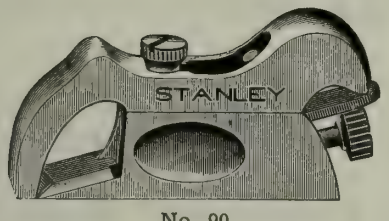
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No 60.



No. 7.



No. 90.

The best that money can buy. Skilled Mechanics will accept no other make as substitute. New improvements have made Stanley Planes better than ever.

Our stock consists of these new goods only, so that all orders through us will be filled with the most recent production of the factory.

Full assortment shown in our catalogue.

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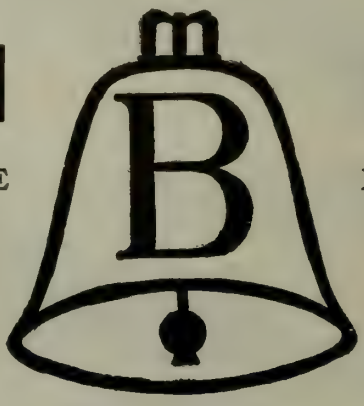
Caverhill Learmont & Co

MONTREAL and WINNIPEG

The

Steel Company of Canada

Limited

Bell Brand TRADE  MARK **Horseshoes**

REGISTERED

Accurate Crease, Exact Punching, Correct and Uniform Shape.

Horse Nails **Wire Nails**

Bar Iron **Bar Steel**

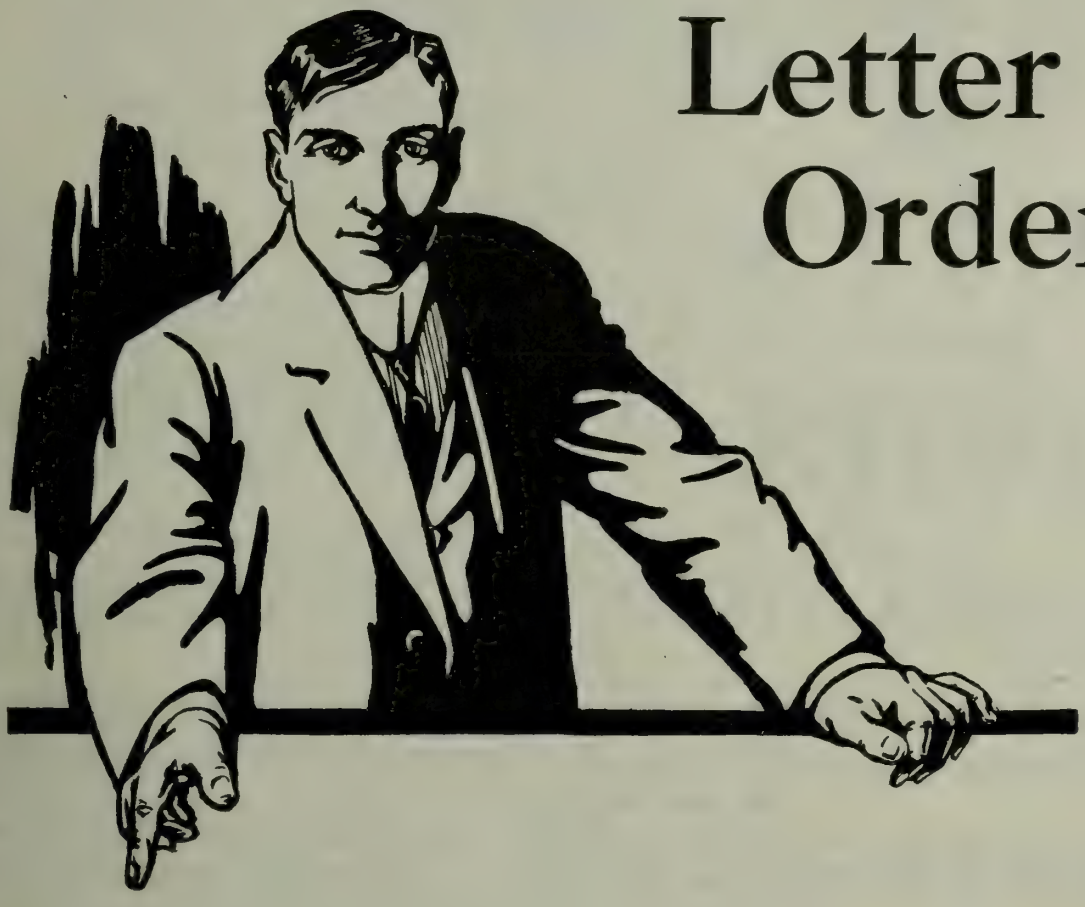
Bolts and Nuts, Screws, Tacks, Bright Wire Goods, Wrought Pipe, Iron and Steel Wire, Field Fencing.

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Send Us Your Letter Orders



and note the facility with which we get goods to you. The success of this business is based on the absolute reliability of everything we send out and the promptness with which we make shipments.

We aim to answer all correspondence promptly and to anticipate to the fullest extent the requirements of customers. Rush orders our specialty.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

CSG Co. CRESCENT BRAND

BUTTS AND HINGES

Our Brand guarantees the quality and your protection.

The demand is such that we are constantly asked

How many can you deliver us?

Do you not sell them?

Perhaps that is what is wrong with your hinge trade.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Educate the Public to Better Sanitary Arrangements

by showing them a full line of

GARBAGE CANS

WITH GALVANIZED STEEL BODIES AND SEAMLESS COVERS

Designed and Constructed to Give the Greatest Amount of Strength at Points of Greatest Strain



2 sizes, with Wood Side Protectors

Nos.	400	500
Dimensions inches	17 x 25½	18 x 36

3 Sizes, without Wood Side Protectors

Nos.	30	40	50
Inches	14 x 21	17 x 25½	18 x 36



THE "ARROW" CAN

Two Sizes

No.	1	2
Inches	15 x 24	17 x 24

With or without covers



THE "REGULATION"

One Size Only

No. 4, inches 14½ x 20¾

With six wood side protectors



Three Size

No	1	2	3
Inches	12½ x 13¼	14 x 15	15 x 17

Supplied with bail and back handles

These cans are heavily galvanized inside and out after parts are assembled and made up. This is a very important feature as it prevents rust and corrosion from eating out the bottoms.

FULL DESCRIPTIVE CIRCULAR AND PRICES FURNISHED ON APPLICATION

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL AND WINNIPEG

DISSTON



INSULATE SCREW DRIVER

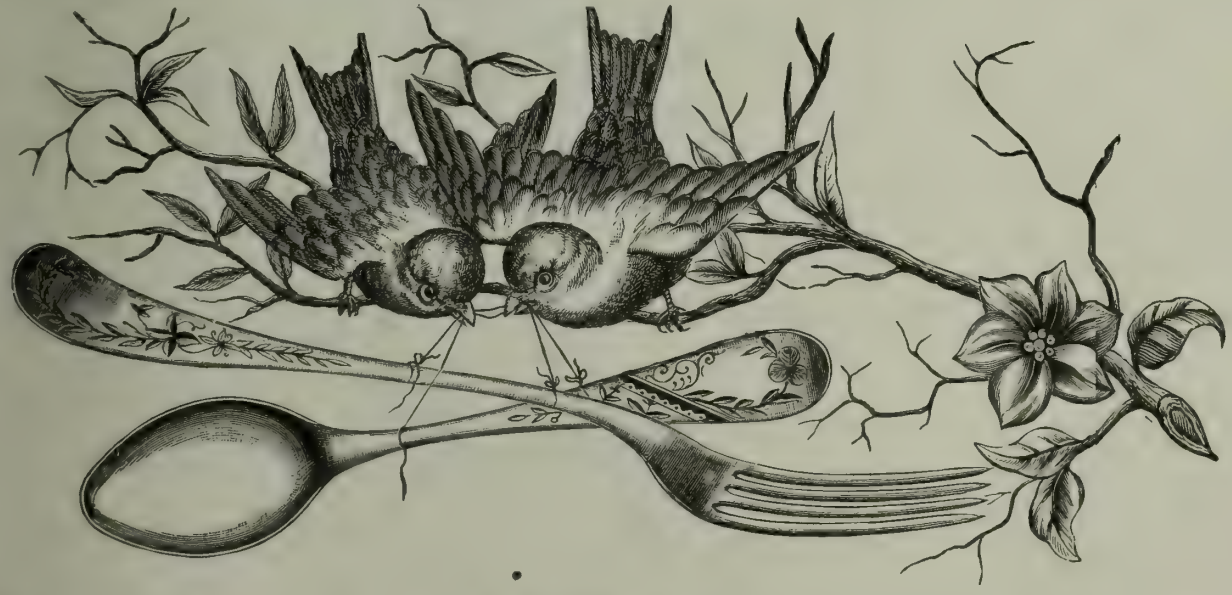
This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons
INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, PA.

Canadian Works—Fraser Avenue, Toronto, Ont.



The quality of Spoons, Forks and Knives, in fact all Silverware manufactured by

The Toronto Silver Plate Company, Limited

stamped with their name, is absolutely guaranteed as to quality. The Toronto Silver Plate Co., Limited, are a perfectly independent company. Not in the trust, or members of any silverware association or combine. In buying silverware from your jobber insist on it being stamped in this way.

FACTORIES AND SALESROOMS, WEST KING ST., TORONTO

E. G. GOODERHAM, President

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf



THE
STANDARD CANADIAN
COW TIE
(NIAGARA PATTERN)

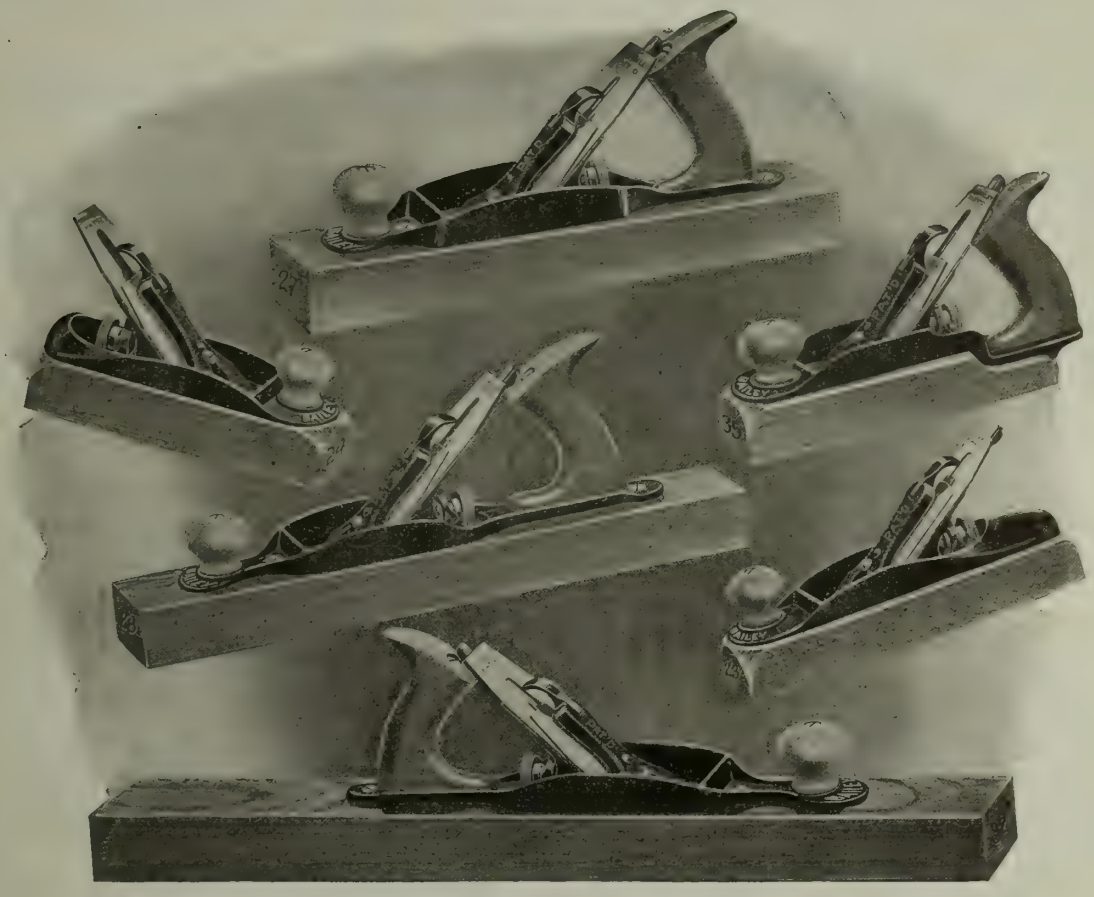
MADE ONLY BY THE
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more,
Can YOU afford to give your Customers
an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

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Stanley Tools

THE "BAILEY" WOOD PLANE has the same adjustment of cutter as the celebrated "BAILEY" IRON PLANE—differing only in detail where the extra thickness of the Wood Bottom has to be taken into consideration.

The Bottom is made from selected and well-seasoned beech.

The name "BAILEY" and the number are cast on every Plane, and the name "STANLEY" is stamped on every cutter.

INSIST that your orders be filled with Planes made by THE STANLEY RULE & LEVEL COMPANY, which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' Tools for over half a century.

"BAILEY" WOOD and IRON PLANES, "BAILEY" BLOCK PLANES "STANLEY" BIT BRACES, SPOKESHAVES and POCKET LEVELS are now

MADE IN CANADA

Address all communications to :

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

TRANSPAROL

Transparol is the finish that makes every surface a mirror, and is the leading finish for railroad cars, automobiles, and all other vehicles, also for leather.

Transparol is a particularly choice finish, and one that is positively indifferent to all effects of

Atmosphere
Acids
Oils
Gasoline
Salt Water, etc.

Transparol is the best preservative of wood known, and is equally as good a preventative of rust and corrosion of metals.

The gloss finish given a surface by an application of Transparol is so great that Transparol is the wonder of the paint and varnish experts.

Transparol comprises the following universal qualities:—

Flexibility
Elasticity and
Durability

History records that in Egypt they had a fluid which resisted the atmosphere for ages, and which modern civilization up to date has never been able to produce. THE OLD EGYPTIAN PRESERVATIVE HAS BEEN RE-DISCOVERED.

Transparol stands alone among the multitude of paints, varnishes and shellac products like the pyramid amidst the ruins of Old Egypt.

Transparol is indestructible; and when all other products have worn away, Transparol will still be there.

Transparol is sold on a guarantee to be satisfactory.

For Exterior and Interior Use

AMERICAN TRANSPAROL CO.

50 Church Street, New York

LIVE AGENTS WRITE FOR TERRITORY

Economy, Cleanliness and Safety

are the Three Essential Features of our

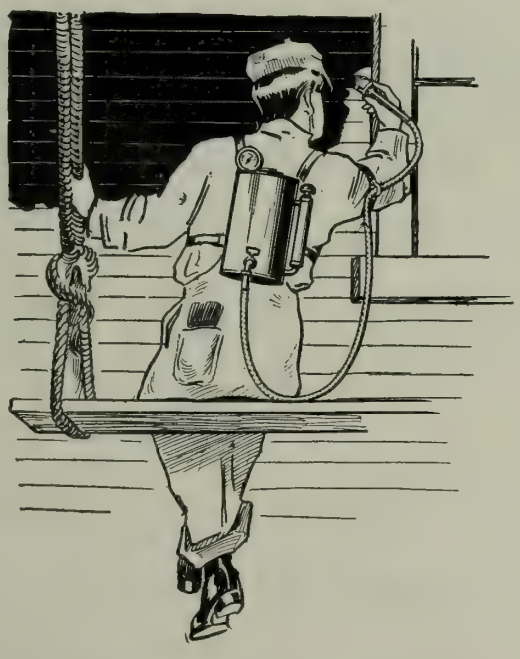
Automatic Paint Brush

40 per cent. LABOR SAVED
20 per cent. PAINT SAVED

It is adapted for use with all PAINTS and VARNISHES.

It can be operated by gravity or AIR PRESSURE.

It assures an equal flow at all TIMES.



It absolutely eliminates dipping and dripping and thus makes for CLEANLINESS.

It does away with the paint can and its resultant dangers.

Bristles are set in metal. Remember the name—

"METALSET"

For further particulars and descriptive pamphlet, address

Standard Automatic Manufacturing Co.

50 CHURCH STREET NEW YORK CITY

Estd 1809 EVERED & Co. LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

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Actual manufacturers of every description of Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire Mattresses.

Brass and Copper and Brass Cased Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN REPRESENTATIVE:

Geo. H. Saywell - Saskatoon

And 325 CRAIG WEST, MONTREAL

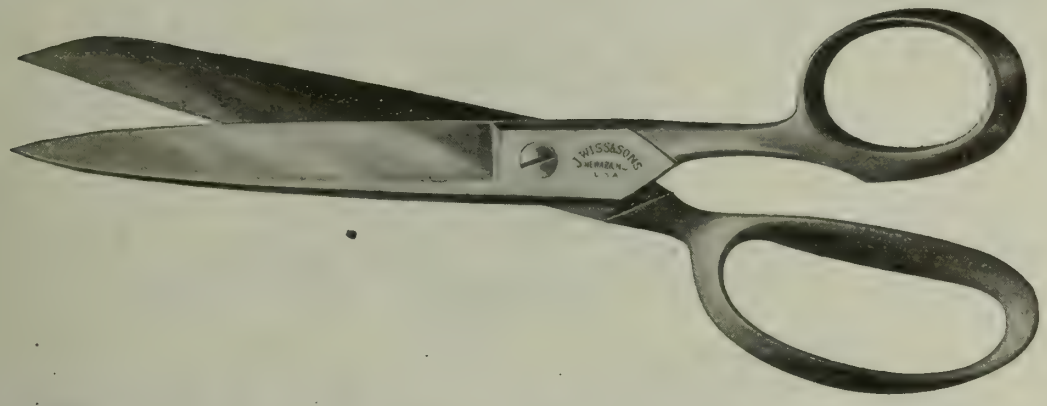
Cables and Telegrams: Rosswell, Saskatoon. Telephone, 4317 Saskatoon.

STOCK ROOMS AT:

"New American" Hotel, Hamilton, Aug. 7th to 10th.

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The WISS STEELFORGED PROCESS makes WISS SHEARS SUPERIOR in SHARPNESS and DURABILITY





It's a Profit-Producing Policy to Sell Wiss Shears and Scissors

Perhaps you say—as thousands of other clever merchants have said—

"I don't care a snap about BRANDS. I judge by merit—and not by NAME."

That's right—DEAD RIGHT---

And the best of all reasons why you should want to sell WISS Scissors and Shears.

We've been producing high grade cutlery since 1848. We've got the experience ---the plant---and the men. It was only natural that "WISS" should perfect the celebrated "STEELFORGED" Process—the wonderful welding of a high carbon crucible steel cutting edge onto a breakproof frame of forging steel.

The merchants who buy on a COMPARATIVE MERIT and VALUE BASIS are our biggest and most discriminating customers.

AND THESE MERCHANTS ENJOY THE BEST TRADE—MAKE THE MOST PROFIT---AND KEEP THEIR CUSTOMERS.

Send for free catalog, illustrating 167 patterns and interesting information on building up REAL scissors and shear trade.

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Toronto Office: 145 Wellington Street West.

AN HONEST ROPE

Honesty—trust-worthiness is one of the highest qualities in the human character. So it is with any article of merchandise. The thing which makes it most valuable is the honest quality which is made a part of it by the manufacturer.

Good, sound raw material and intelligent, honest workmanship, not only talked about but actually put into the goods, are what make an article trustworthy—desirable.

In this class for the last eighty-six years has been

PLYMOUTH ROPE
"The Rope You Can Trust"

There is pleasure in using an article of this kind—there is satisfaction in selling it. Are you getting some of this satisfaction?

Our well distributed stocks and the readiness with which your jobber can get his supply of PLYMOUTH rope make the filling of your orders easy and prompt.

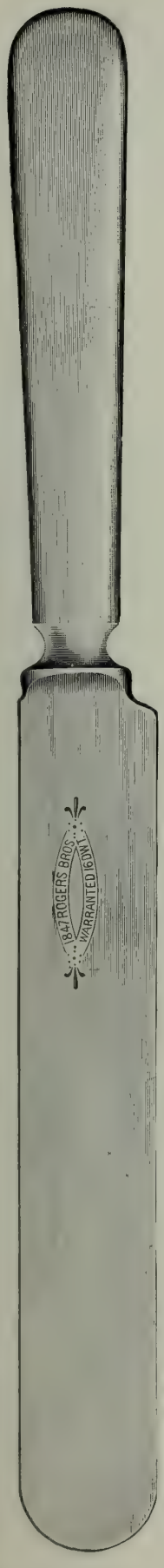
Tell your Jobber to send you PLYMOUTH next time.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER



1847 ROGERS BROS.
WARRANTED 16 DWT.

ALL SILVER PLATED KNIVES

Stamped as above are

Genuine Rogers Goods

Made and guaranteed by

The Meriden Britannia Co.

Largest Silver Plate Manufacturers in the World.

There are other "Rogers" and various makes of silverware which are claimed to be "just as good," but, like all imitations, they lack the beauty and wearing qualities identified with the original and genuine goods stamped

1847 ROGERS BROS. MERIDEN B.CO. **X S TRIPLE**

which are the heaviest triple-plated Table Silverware obtainable.

MERIDEN BRITANNIA CO.,
HAMILTON - - CANADA

CHESTS OF SILVER



A CHEST OF SILVER bearing our well-known trade mark is always welcomed with a feeling that it is the best that money can buy.

We have in press, and will shortly furnish the trade, when asked for, a copy of our booklet "Chests of Silver," revised and enlarged. This catalogue will illustrate our complete lines of Chests and Cabinets for Silverware.

These Cabinets are becoming more and more popular. All dealers at times, for presentation and wedding gifts, have enquiries for them. Our booklet will assist you in making a sale. In preparing this booklet we have used the fewest possible words, and pictures where pictures would help. We have made the whole as short, easy and clear as we could.

1847 ROGERS BROS. MERIDEN B. COMPANY **X S TRIPLE**

This ware is the heaviest Triple-plate procurable, and it affords long service; hence its popular title

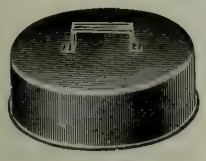
"Silver Plate That Wears."

MERIDAN BRITANNIA COMPANY

HAMILTON, CANADA

SUMMER SPECIALTIES

Asbestos-Lined Covers for Mrs. Potts' Irons



This cover is made from two separate steel covers with heavy asbestos between: made to cover a set of three irons. It is used on Gas, Gasolene, Oil or Wood Stoves or Ranges, and will save the price of itself in fuel in a very short time.

Measuring Cups

Marked for Measuring One-quarter and One-third Cups.



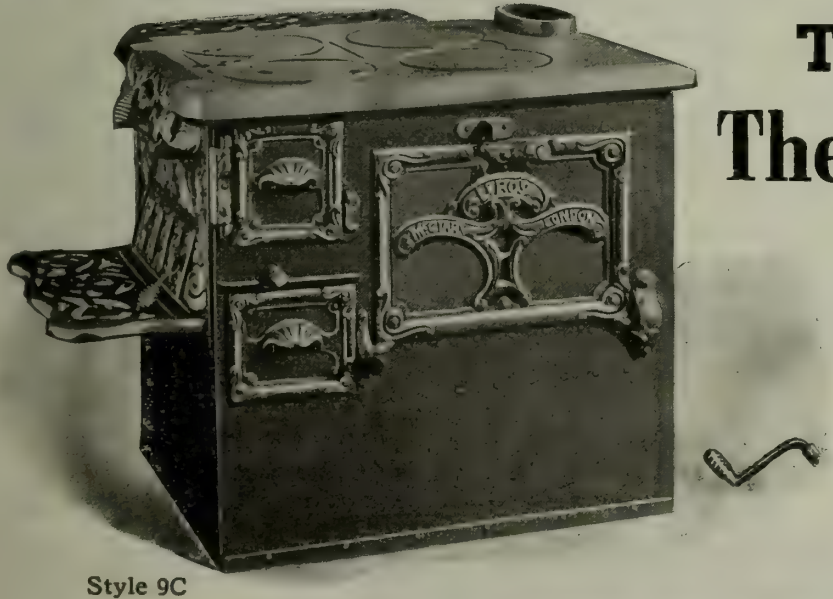
Strainer Funnels

(Strainer and Funnel Combined)



GREATLY FACILITATE THE WORK IN THE KITCHEN

A QUICK FIRE AND A GOOD OVEN



Style 9C

That is what The "LeRoy" means

And that's what campers and summer cottagers require. The "LeRoy" is just the range for the summer season. It has a good oven, therefore campers need not do without any of the pastry delicacies of home. It fires up quickly, and cools equally fast when the fire is quenched. Can be supplied with legs.

SUGGEST THIS RANGE TO YOUR CUSTOMERS

McCLARY'S

LONDON
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ST. JOHN

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CALGARY
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The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

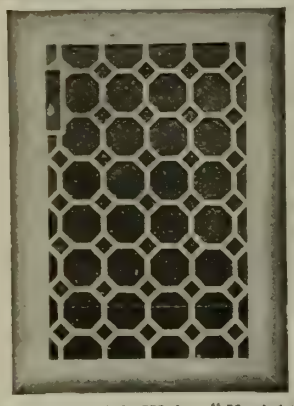
Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
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Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

No order too large or too small. Prompt shipments our specialty. Correspondence Solicited.

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P O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348



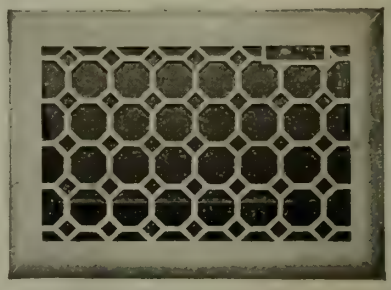
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

Mr. Dealer: Get Out After The Ventilator Trade

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Acorn Exhaust Ventilators are designed on the most improved methods of ventilation. Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial. When you decide to do so, just write us and we will furnish you with full details.



The Metal Shingle & Siding Co., Limited

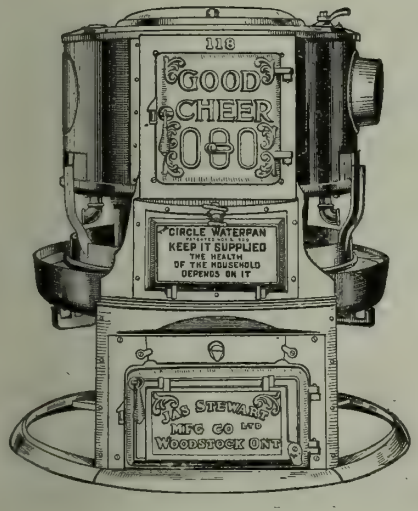
Factories:
Preston, Ont.
Montreal, Que.

You can well believe the good reports of the

"GOOD CHEER"

WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the "Good Cheer" and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

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Jewel Stoves and Ranges



Royal Jewel Steel Range

The Range of Quality.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality.

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

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We also make a great variety of **Cast Iron Ranges and Cooking Stoves,** including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. **The Grand Jewel Wood Cook Stove** is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of **Heating Stoves** to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

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The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto, and Winnipeg.

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Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

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is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

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Have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

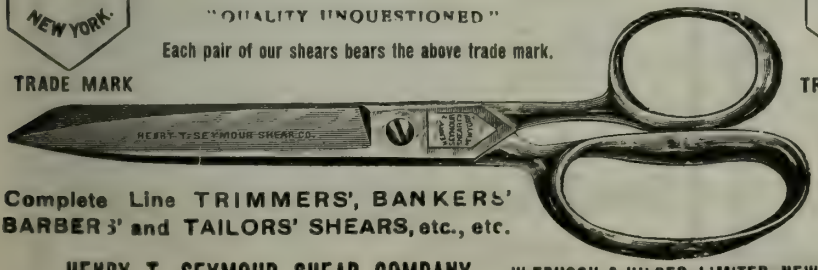
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We have just issued under one cover new booklet containing

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illustrations.

Second
descriptive matter.

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list prices of our complete line of

Furnaces and Furnace Materials

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Toronto, :: Canada

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We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

THE Empire King FURNACE

has all the latest improvements found on our more expensive furnace, but is sold at a lower price. The simplicity in construction and the quick heating ability of the "KING" furnace, go to make it the most durable, efficient, and the best furnace at the price on the market.

Write us for catalogue and price list of this reliable and quick seller.

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MADE IN SIX DIFFERENT
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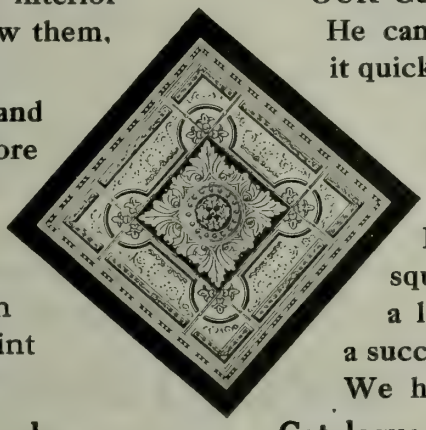
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"Boost Them, Mr. Hardware Man, Boost Them."

"Metallic" has talking points over every other interior finish. If you don't know them, ask us.

Wood, paper, plaster and burlap will fade away before the "Metallic" booster.

Metallic Ceilings carry three separate profits—on the sale of the goods, on the erection and on the paint to recoat them.



The dealer who is boosting OUR Ceilings is always on top. He can do a better job and do it quicker than the other fellow.

WHY?

Because he's got the goods to work with.

Properly made stock. Resquared after stamping. Goes a long way towards making a success of the ceiling business. We have that kind.

Get in touch with us to-day.

Catalogue and Samples on Request.

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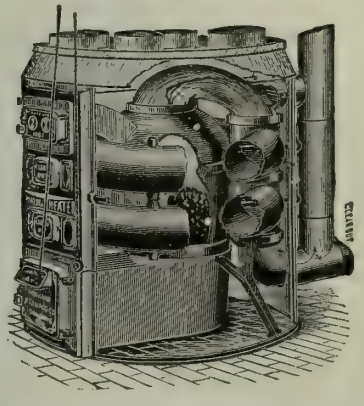
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(21)

The "CANADIAN HOWARD" Double Radiator FURNACE

TO the making of the "CANADIAN HOWARD" have gone the best of materials and the work of the most skilled mechanics, making it a perfectly constructed warm air furnace which you will find absolutely reliable. It has an enormous radiating surface. Economy in fuel is gained by passing the gases of combustion through two radiators and taking from them all the heat otherwise allowed to escape by the chimney.

Let us have your inquiry. It will pay you.



The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

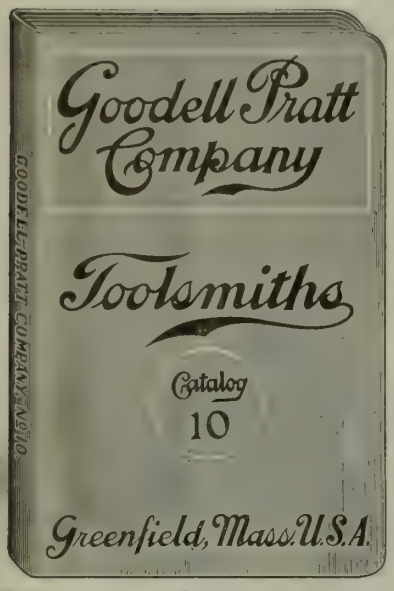
Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

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These Catalogs help sell tools

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POCKET EDITION

Have you received copies of this?

To all dealers carrying our tools we are glad to furnish them FREE for distribution to tool customers.

The POCKET EDITION is 5 1/2 by 3 3/4 inches and contains 304 pages.

Better ask us about them.

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Toolsmiths

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(Made in England)

A **$5.00** Safety Razor that you can Sell Profitably at **$2.50**



$18.00 Per Dozen Delivered.

It's the most compact pocket edition of a case that you ever laid eyes on.

The entire effect and intrinsic value easily proves a Superior $5.00 standard.

INTERNATIONAL DISTRIBUTING COMPANY, Montreal, Canada



Copp's Stoves and Ranges

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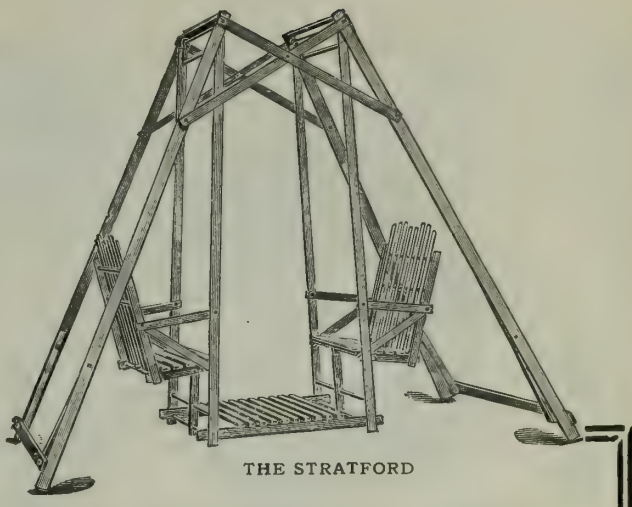
Our new medium priced up-to-date Range.

It will pay you to investigate its merits.

"The Western Stove Makers"

W. J. Copp Son & Co

FORT WILLIAM, WINNIPEG. VANCOUVER.



THE STRATFORD

THE STRATFORD SWING

Is made from good, well-seasoned lumber, stands eight feet high and is strongly nailed and bolted. The footrest can be placed level with the seat, thus forming a bed or hammock. Body finished in vermilion and swinging part is natural wood well varnished.

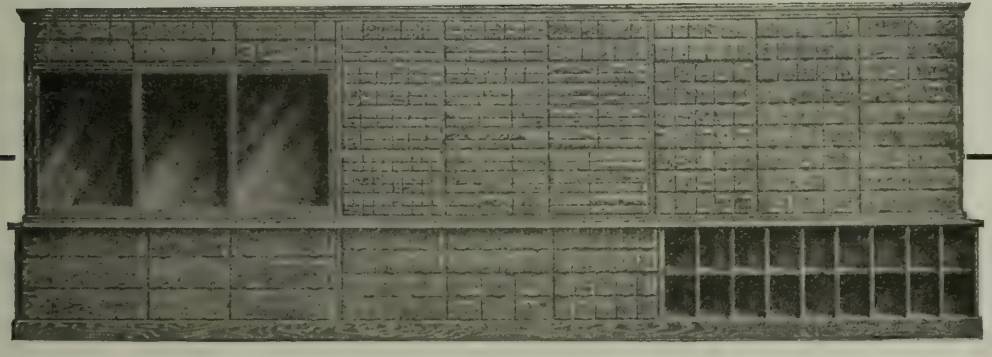
This is a profitable line for you to handle—a line that is guaranteed to give satisfactory and reliable service.

Write for catalogue and prices--they will interest you.

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STRATFORD, ONTARIO

Manufacturers of Ladders and Lawn Swings, etc.



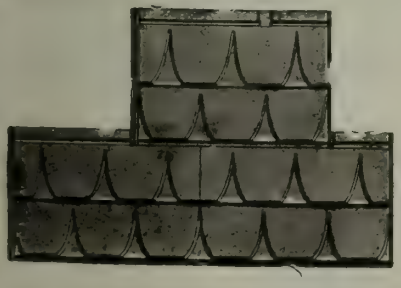
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Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

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"CROWN" PATENT STEEL SHINGLES

you have a better proposition than the slater can possibly offer. Get some (or all) of that business you've had to lose to him for so long. Get started to-day—right now, by writing for our catalogue and price lists. At the same time we'll send you our samples, charges prepaid. Write at once to

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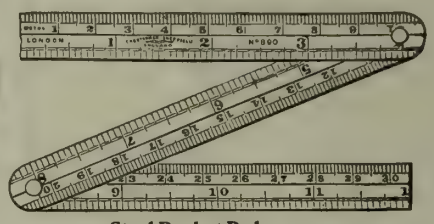
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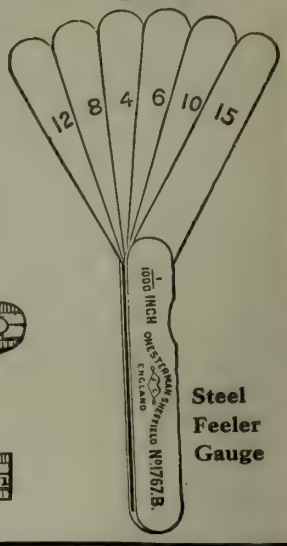
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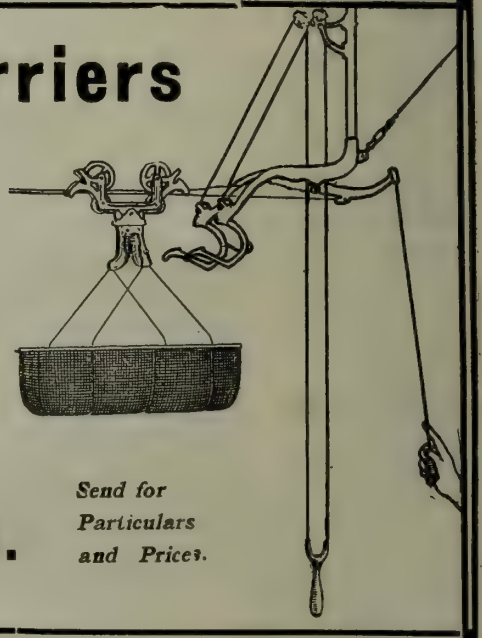
Our package carriers are of simple construction and in case of disarrangement of any part do not require a mechanic to repair them.

They are well and strongly made throughout, and as the weight and strain are divided between two wires there is less liability to breakage of the wires than with any of the single wire systems.

The illustration shows the neatness and compactness of the device. It occupies a smaller space and obstructs the view less than any other system.

A SUPERIOR ADVANTAGE.

This carrier works more rapidly as well as more smoothfy than any other.

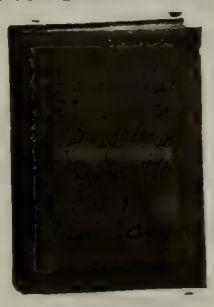


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A useful handbook for Tinners and Sheet Metal Workers. It treats the simpler problems in pattern cutting occurring daily in the shop besides giving tables and information constantly needed by the mechanic.

Section 1—DIAGRAMS and PATTERNS. Demonstrates 50 examples of pattern work, such as cutting flared tinware, elbow patterns, etc.

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Price $1. *53 Figures*

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The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad" as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



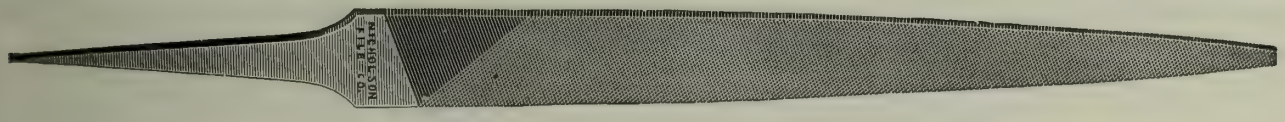
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Seems a "tall" statement, doesn't it? Yet it's merely an extract from one of the many thousands of similar letters received from customers all over the world. Here's what our customer says: "I cannot thank you enough for my new gun; it is a jewel; I would not take $500.00 for it. Hurrah for W. W. Greener! He certainly is the only Gunmaker." Now don't you think it's worth while having customers like this? Our motto is "a contented client is a continual customer." You try it, handle Greener guns in your store, and they cannot fail to attract attention. The name has always been a business bringer. Used in conjunction with your own, it's going to bring **you** business

The outstanding superiority of the Greener gun is based upon nearly a century's experience in Gunmaking. It is made in the largest and most complete sporting gun factory in the world, under the direct supervision of Expert Gunmakers, who have shot game in every clime and know the sportsman's actual requirements. The result is that the winning gun in public trials and exhibition has been so frequently a Greener as to constitute a record never likely to be equalled by any manufacturer or combination of manufacturers, British or foreign.

Now send a postal for catalog and descriptive booklet of Greener's "Empire Gun."

W. W. GREENER, 63 and 65 Beaver Hall Hill
Montreal, P.Q. Works: Birmingham, Eng.



Special Steel--Special Methods

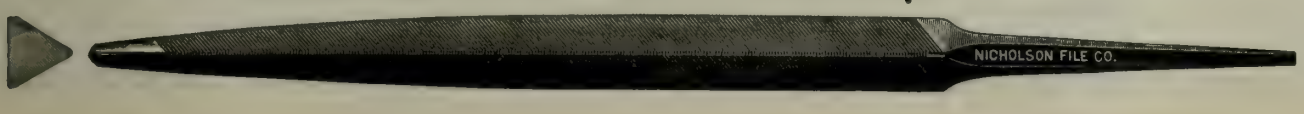
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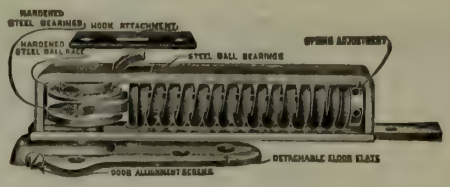
AMERICAN	ARCADE	GREAT WESTERN	GLOBE
EAGLE	McLELLAN	KEARNEY & FOOT	J. B. SMITH

Sell these and you sell the best

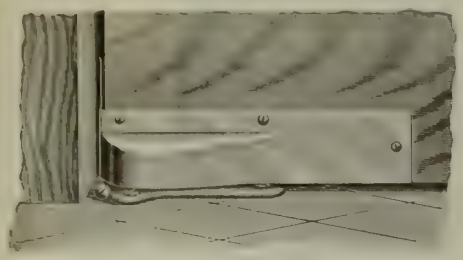
Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**



ASK US WHY



If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



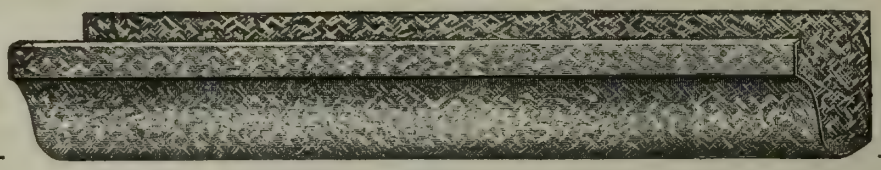
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WHEN IN A HURRY ORDER FROM US

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THE QUICK SHIPPERS

Toronto, Canada.



Castellated Nuts

A. L. A. M. Standard made and carried in stock at Montreal Plant are the kind which hundreds of automobile and other makers of fine machinery are using in large quantities.

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The National-Acme Manufacturing Company

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For a quick seller---

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EXTRA

AXE HANDLES

Beat them all.

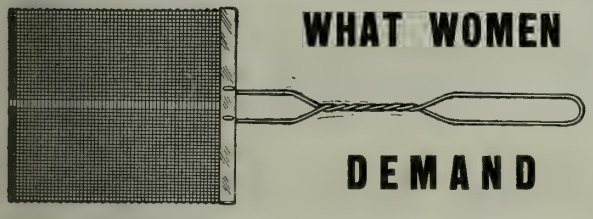
You certainly are losing Trade if you do not stock them.

DO NOT DELAY but get a stock at once. For the Price, you cannot surpass them in Quality or Finish.

Write for Prices.

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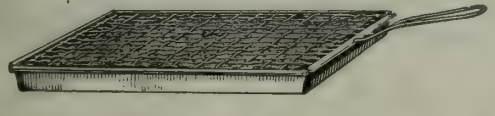


WHAT WOMEN

DEMAND

How about your kitchen-ware department? We have a line that will prove to be the most popular and most profitable for you to handle. Hardwaremen who handle them testify this to be a fact.

Our Guarantee protects you in every respect. Do not hesitate---write at once.



Andrews Wire Works of Canada, Ltd.

Watford, Ont. **Rockford, Ill.**

"The same old thing in the same old way" is no policy for the wall paper business

1912

STAUNTON WALL PAPER

IS

NEW, NOVEL, ORIGINAL, DIFFERENT

THIS is why, already, it is selling as no line ever sold before in an equal length of time after going on the market.

If you miss these papers you miss the biggest business-getters ever offered you.

See these wall papers. Study them. If ever you could select with a good, comfortable, sure-profit-in-sight feeling you will say it is now after seeing these wall papers.

If your traveller hasn't reached you he will soon. Wait for him.

STAUNTONS Limited

WALL PAPER
Manufacturers

943 Yonge St., TORONTO





Small Costs—Big Results

THE COST of a Want Ad. in Hardware and Metal is estimated in CENTS.

THE RESULTS are figured in DOLLARS.

PARKHILL, ONT.,
JAN 31st, 1910

HARDWARE AND METAL,
TORONTO, ONT.

Gentlemen,—Kindly find enclosed P. O. Order to cover insertion of advertisement in your paper. Tools were sold three days following the first insertion and we are still receiving inquiries from all over Canada.

Yours very truly,
THE STEELE HARDWARE STORE,
Per G. F. Steele.

EVERY retail hardware dealer, every hardware manufacturer, wholesaler, traveller and clerk from VANCOUVER TO HALIFAX is a consistent reader of HARDWARE and METAL. This makes a Want Ad. in Hardware and Metal the only satisfactory way to place your proposition before those most vitally interested.

WOULD YOU BUY OR SELL—A Typewriter—A Show-case—Set of Tinner's Tools—Desk—Secure a Clerk—Bookkeeper—Partner

Use a Hardware and Metal Want Ad.

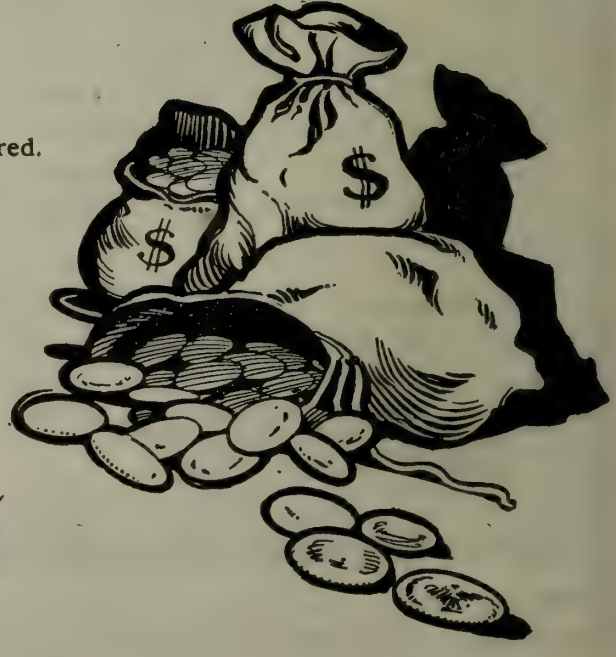
RATES: (Payable in advance)

2c. per word first insertion.

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Write or phone our nearest office.



Hardware and Metal

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Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used these will be always used. For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

WIRE BALE TIES

For Baling Hay, our Wire, made, **all the time**, from the finest quality Bessemer Rods, will give the most complete satisfaction. It will be found at least 10 per cent. stronger than any other Baling Wire on the market. Better send along an order. There is real satisfaction and profit in handling this well-known line. Get our prices.

Other Specialties we make are

Annealed Wire
specially soft and pliable.

WIRE NAILS
Perfect heads and points. Full weight

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

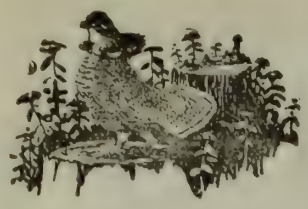
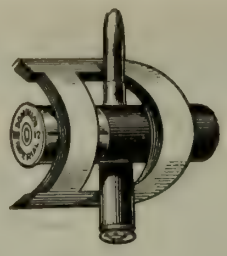
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Parcels Post Legislation May be Introduced Again

Revival of Question is Foreshadowed in the House of Commons by Postmaster-General—Official of Department is Now Investigating — Merchants Should Lodge an Immediate Protest—Quick Action Needed.

The proposal to establish a parcels post system in Canada has again been revived. In answer to a question in the House of Commons on Friday, July 21, Postmaster-General Lemieux stated that he had been giving a great deal of attention to the matter, and that he had an official of the department investigating the problems of cost and rates. A report was expected soon.

A brief summary of the discussion on the question will be of interest. The man who started the debate was W. F. MacLean, M.P., the sponsor of public ownership of the telegraph and cable services. In dealing with this oft-mooted problem, Mr. MacLean branched off onto parcels post, and demanded to know what was being done. "We don't want promises, we want performance," he is reported to have said.

In reply, the Hon. Mr. Lemieux stated that an investigation was being conducted by Geo. Ross of the post office department. The first thing that would have to be done would be to fix a standard railway mail subsidy rate. The railways were already asking for higher subsidies, the present rate being four cents on baggage cars and eight cents on mail cars. Mr. Ross' report would probably be submitted shortly.

Mr. Lemieux touched briefly on the opposition which had been stirred up by his previous attempt to enact parcels post legislation, and which finally resulted in his withdrawing that measure. The department had been flooded for months with petitions from farmers and storekeepers opposing the proposal.

Mr. Lemieux added that a good beginning had been made in the free rural mail delivery system, which was now on a fair way to success. One hundred thousand boxes were now being manufactured in Toronto.

F. R. Lawlor, of Haldimand, asked what weight would probably be carried under a parcel post system.

Mr. Lemieux replied that the weight would probably be the same as in England.

It is reported that a number of others spoke to the question, some criticizing and some favoring the proposal.

Issue Must be Watched.

From this it will be seen that, while there has been nothing actually decided upon, the department is preparing information with a view to action later on. It will probably depend on the nature of the report submitted whether or not the measure is again introduced and there is not at the present time, therefore, any certainty that further action will result.

While retail dealers—who would be the chief sufferers—need not feel any undue sense of alarm, they must face the possibility of the re-introduction of the measure and prepare to meet it. This can best be done by writing at once to the member for their constituency, outlining what the passage of a Parcels Post measure would mean and enlisting his services, in case the matter comes up in the House. Unless the members are shown how pernicious and how disturbing to legitimate trade the measure would prove, they might let themselves be carried away by the arguments of those who support the measure and accord a half indifferent support. It is important, therefore, that each member should be supplied with the facts before anything comes before the House; it might be too late if left until afterward.

It may be that nothing further will be heard of the matter. All who have the best interests of the people at large at heart will sincerely hope so. It will not do, however, to rest easy in the trust that nothing will come of the investigation now being held. The statement of the Postmaster-General contains in itself sufficient room for alarm and should serve to spur merchants in all parts of the country into immediate activity. An ounce of prevention is worth a pound of cure. A word of protest now might have infinitely more influence than united opposition later on.

It is not necessary here to restate the case against Parcels Post. The arguments have been voiced often before and every dealer knows enough of the probable consequences from the experience he has already had with mail order competition, to make out a strong case against any measure which would so materially stimulate catalogue buying. The best word of advice which can now be given is: Make use of that knowledge without delay.

FIGHT ON IN STATES.

Washington, D.C., July 21.—The legislative battle over the Parcels Post proposals in Congress is now impending and the opposing factions may clash at any moment. The advocates of the measure believe that they see an opportunity now to win a foothold but the opposition is better organized and more confident of success than ever.

While the subject of Parcels Post legislation is not included as a part of the program of legislation of the House for this session, there have been introduced in the House since the session began 11 measures providing for the establishment of the system. All of these bills are designed to have the Parcels Post established by degrees, to have it started and tried out on rural routes. Only one of the 11 bills provides for a general Parcels Post, with a limit of 11 pounds to the package. This bill is fathered by Representative Sulzer, of New York, one of the leading advocates of the Parcels Post legislation.

NEW WATERWORKS PLANTS.

The town council of Dresden, has instructed F. W. Farncomb, C.E., of London, to prepare plans and specifications for a waterworks system. It is announced that approximately 15,000 feet of mains will be laid, and the pumps ready for operation by Oct. 1, deep wells being sunk as a source of supply.

West Lorne village council has passed a by-law to spend $11,000, for a waterworks system for fire protection purposes. Steam will be used for pumping purposes at the outset, the intention being to change to hydro-electric power should the latter become available.

SAFETY DEVICES.

The Norton Co., Worcester, Mass., have issued an interesting booklet, illustrating and describing modern safety devices that can be applied in the use of grinding wheels and machines.

Preparing for the Fall Trade in Sporting Goods

Dealers Should Take an Inventory of all Rifles and Ammunition in Stock—Early Ordering is Advisable—Should Dealers Stick Entirely to High Price Goods?

With the first day of August only a few hours away, an inventory should be taken of the guns and ammunition section of the hardware store. The shooting season is still five or six weeks in the distance, but the demand for guns should be felt in a short time now; in fact, the writer has heard of a number of good sales of late, showing that the open season is not far away.

One of the first things to do is to see that the stocks on hand are gone over thoroughly and put in good condition. They should be free from rust, and in all other respects should be presentable to a prospective customer. This is just a preliminary "canter," as the sporting columns say, and will provide employment for a capable clerk some afternoon or morning when business is quiet.

Goods Already Ordered.

The progressive retailer has sent in his orders for guns and ammunition probably months ago, and very likely, too, he has already received his supplies or has arranged for them to arrive within a short time now. But for those who are contempating opening a gun department, the present is the time to decide. By the middle of next month lovers of wild fowl shooting will be completing their arrangements for the opening of the season, and from that time forward through the winter, there are numerous opportunities for business.

The First Stock.

For the man who is debating with himself as to whether he will carry guns or not, the general opinion is that he will have to feel around the community in which he is located, and let his early experience build up his policy. R. Cagney, with A. E. Bregnet, St. Catherine street, Montreal, considers that any first step must depend upon the circumstances under which it is made. In any case, it is preferable to begin moderately. Find out what the people want, and then go ahead. In some places the field may be excellent, in others it might be extremely small. The saving factor is the knowledge that in every man there is a desire to break things up, if it is only hitting a clay bird or putting a hole through the black spot on a railway crossing board. The present generation have not the opportunities for hunting that their grandfathers enjoyed, but there is still a great deal of shooting done in the unbroken woods, on the lakes and at the less realistic "shoots."

Opinion is somewhat varied as to whether any cheap lines should be carried. Some think that a few cheap guns are necessary, others that it is better not to touch them.

This again is to be decided by the individual. One retailer spoke strongly against a cheap line of guns. He did not object to carrying a few shotguns of medium price, but he felt that the safest way to build up the trade was to endeavor to sell those guns in which he had the most faith. However, this is a debatable question with some, but the trade as a whole feel that most attention should be given to the better lines.

The Kinds of Customers.

The veteran sportsman generally wants a particular make of gun. He has handled it probably for years, and he has confidence in it. It is admitted that it is best to give this customer the guns he asks for but there are others, especially among the younger set, who are open to conviction, as it were. They have read about big game in the Rockies, New Brunswick and elsewhere. Railway folders have told them of places haunted by the wild duck. They have seen advertisements of this gun and that. They feel that they would like to get into the game, and they go to the hardwareman for enlightenment and advice as to which is the best to buy. This is where the retailer has a chance to sell the gun he feeels warrants his confidence, and where personal salesmanship comes in. Another few weeks and Canadian hardwaremen will be presented with just such situations. Are they going to be prepared for them, and will they be equal to the occasions?

Hardware Letter Box

Locks for Sliding Doors.

J. M., Toronto.—"Where can I procure a lock for sliding barn doors, one that will open from the outside? I have recommended a padlock to my customer, but he wants something that will lock the door and which can be opened by a key from the outside. Is there not something, not too expensive suitable for this?"

Locks of this kind were used some years ago but they have gone out of use now and are not handled by wholesalers to any extent. The custom now is to fasten sliding doors with padlocks and latches. The lock in question was made by Lane Bros., Poughkeepsie, N.Y., and they may still be manufacturing them.—Editor.

Boy Scout Outfits.

Sonner Co., Moncton, N.B.—"What companies supply boy scout outfits, including Billy cans?"

Miller Manufacturing Co., Toronto.—Editor.

Coopers' Tools.

J. B. Crawford, Dutton, Ont.—"Who are the manufacturers of coopers' tools?"

Can any reader give this information?—Editor.

P. G. Owen, Strathmore.—"Mac" has not written anything with reference to this subject. Numerous articles have appeared on this subject, however. We are forwarding back numbers.—Editor.

Carpet Sweepers.

Geo. T. Cole, Owen Sound.—"Can you inform us what Toronto jobbers handle National Carpet Sweepers?"

H. S. Howland, Sons & Co.—Editor.

Coopers' Tools.

J. B. Crawford, Dutton, Ont.—"Would you please tell us the people who manufacture Coopers' tools."

Allan Hills Edge & Tool Co., Galt, Ontario, Mack & Co., Rochester, and Hubbard & Co., Pitsburg.—Editor.

Printed Price Cards.

D. W. Douglas, Campbellford, Ont.—"Can you inform us of anyone selling printed price cards and show cards for window displays?"

Wm. R. Adams, 401 Yonge St., Toronto, and Barnard Bros., Spadina Ave., Toronto.—Editor.

Waste Paper Press.

A. W. Holliday, Millbrook, Ont.—"Where are small waste paper presses made and what would the probable cost be?"

Write Logemann Bros., Co., 292 Oregon Street, Milwaukee.—Editor.

BUSINESS OPENING.

"Western Progress" reports an opening at Anglia, Sask., for a hardware store. Anglia is a new town on the Moose Jaw branch of the C.P.R.

Handling Wallpaper in the Hardware Store

A Section of the Store Should be Set Aside for This Department—Some of the Latest Ideas and Designs—Canadian Product is Showing Superiority — The Need of a Publicity Campaign.

The idea that wallpaper makes a splendid department for the hardware store is rapidly gaining ground. More dealers are taking it up than ever before and they are securing the very best of results. There is every reason why wallpaper should be handled by hardwaremen. The trade has become the recognized, and almost exclusive, medium for the retailing of paint, varnish and oil. Paint and wallpaper are "twin industries," so to speak. If the hardware dealer has proven himself the best handler of paint, why should he not be able to achieve similar results in the other, and newer, line?

Department at Back.

It is advisable, if not necessary, to have a special department separate in some way from the rest of the store, for wallpaper. A majority of the customers will be women and it is advisable to have the stock so placed that they can look it over at their leisure, free from any confusion. The best plan is to fit up a space at the back of the store.

In many cases, hardware dealers hire girls to act as clerks in their wallpaper department. If there is not always enough work to keep her busy, it is not a difficult matter to procure sufficient other employment to warrant her addition to the staff. One dealer, with a brisk but not too large business in a small Ontario town, had for some years been desirous of securing a bookkeeper but had felt that the size of the business barely warranted the expenditure. It finally occurred to him that if he could get some other work which the bookkeeper could look after, as well as the books, he would be able to make the addition to his staff. He accordingly put in a stock of wallpaper and hired a young lady to keep the books and act as saleswoman as well. The experiment was such a success that he finally found it necessary to secure a saleswoman to devote her entire time to wallpaper and he retained the first one as bookkeeper.

Splendid Lines Produced.

It is interesting to note that for the first time in the history of Canadian wallpaper making there have been produced lines for which it is claimed that they are fit to compete with the highest class of the imported article.

Not only are the designs original and unique, but they are specially adapted to the peculiar demands of the trade here. English ideals have been followed to a great extent, but not lavishly. By use of improved mechanical devices, the finish and surface of the paper has been perfected to a degree which places it in the highest rank. Among these is the roller which "lifts" the newly-laid-on color and leaves a mottled or faintly patterned background, giving the effect of the handsome embossed paper, while practicable for extensive surfaces.

Many imitations of leather are being shown, both for a plain filling where bands and applique panels, borders, etc., are used, and for a dado. The former effects predominate for the coming year.

Strapping and Cut-Out Designs.

Whereas last season saw much use of a panel effect formed by cut-out designs, usually in floral patterns, with irregular edges, the new papers have strappings or band trimmings in fancy floral or conventional designs, to be pasted on in any desired form. Sometimes these strappings are combined with a cut-out motif in any fancy shape, or with a drop effect in a fancy floral frieze. Newer than the paneling idea is the use of strappings to outline the border and the windows and doors only.

The above style is much used with the engraved leathers. The latter show a fine range of colors, tan, mouse, elephant, Paris tan, French grey, champagne, brown and green included. The colorings are rich and durable.

Advertise the Stock.

In handling wallpaper it is necessary to do a certain amount of advertising. People cannot be expected to find out for themselves that this new line has been added to the store stock. It is advisable, therefore, to inaugurate the department with a brisk publicity campaign. Otherwise, it may take a longer time to secure a connection than the dealer had anticipated with the result that he is inclined to underestimate the selling power of the goods.

THE LENDING OF TOOLS.

Chatham, Ont.—"I notice that a merchant writes to Hardware and Metal in a rather sarcastic fashion concerning the renting of tools as an alternative for lending," remarked a hardwareman the other day. "And he was perfectly right, too. Our business is to sell, and not to rent.

"Nevertheless, renting as an antidote to the borrowing habit has its value, I think. The merchant who laughed at the notion may never have had any trouble with people wanting to borrow; but if he did, his methods of dealing with them would prove interesting to a lot of merchants in all parts of Canada.

"It isn't our regular customers so much as people who never buy. For instance, telephone linemen—who, I understand, get their tools supplied from headquarters—come prancing in now and then and want to borrow this or that. What would our friend say in such a case? Or if the grocer next door wanted a hammer to nail an addition to his shelf, how would our critic refuse an accommodation that might be for ten minutes and might be for ten weeks?

"The beauty of the rental idea, it seems to me, is that you don't have to refuse anyone. There are people now and then to whom it would be a hardship to have to buy an article which they may use only once. Then there are other people, always borrowing the same article, who if they were changed a rental would buy outright? The rental proposition looks like an accommodation to the few who deserve it and a hint to a lot of other people who need to be jolted.

"Not that I'd want to feature it. But anything that will extinguish the tool borrower and his kindred will look mighty good to a lot of us hardwaremen."

LEWIS BROS.' FALL CATALOGUE.

There are 152 pages to the new fall and winter sporting goods catalogue just issued by Lewis Bros., Limited, Montreal. It is designed to help the buyer and this object has surely been accomplished by a profusion of illustrations and tersely worded descriptions together with other detail. It is a very comprehensive catalogue, showing a wide range of guns, revolvers, ammunition, shooting jackets, targets, decoy ducks, in fact practically everything connected with shooting. Then there is a wide display of skates, hockey sticks, rugby goods, police goods, snow shoes, athletic articles of all kinds and other different lines that come under the department of fall and winter sporting goods.

"CLERKS' RECREATION" IN CHILLIWACK.

Chilliwack, B.C.—Every Thursday all the stores close at 12 o'clock, a.m.. "Clerks' recreation," except when a general holiday occurs during the week.

Jas. Munro, hardwareman, has recently sold his business, it being taken over by Denmark & Burton, at the first of the month.

Business in general is in a good, healthy condition. With three live hardwares in town, it is very little in the hardware line that goes to the catalogue houses from this district.

HARDWARE AND METAL

(ESTABLISHED 1868)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

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THE METAL SITUATION.

There is a better tone to the metal situation in all directions. The cloud of semi-depression, which has obscured conditions in the United States almost since the first of the year, seems to be lifting. It is now reported that a much busier tone is noted there. Accepting iron and steel as the barometers of business conditions, there has been a pronounced betterment on American markets. There is an improvement in demand and more confidence is expressed on the part of both producers and consumers. As the Canadian market has been rendered dull at some seasons very largely as a result of the depressing influence of American conditions, it will readily be seen that the optimistic reports from the other side will have an immediate buoyant effect here.

There is every indication of a busy time ahead in copper. Some of the largest producers assert that they are sold sixty days ahead and it is apparent that demand is beginning to outstrip supply. The marked improvement in copper is due primarily to the steady foreign consumption.

Tin is still controlled by the London syndicate. The "bulls" can do pretty much what they like with the market and they are showing their liking for a continuation of high prices. It is stated that the spectacular element is now lacking in the market, insomuch as general interest has sunk to a low ebb. Speculative buying has been lacking but it is not at all improbable that the "bears" will find later developments of high interest. The outstanding fact with reference to tin is that the price remains at a remarkably high level and is altogether likely to stay there.

PARCELS POST AGAIN.

The Parcels Post agitation bids fair to be renewed this year. As will be seen elsewhere in this issue, the Postmaster-General is having an investigation made with a view to reopening the subject. When the question was first brought to the front late in the year 1907, the opposition was so spontaneous and strong that Hon. Mr. Lemieux soon realized that public sentiment was against him and withdrew the measure. He stated at the time, however, that he would make further efforts to establish Parcels Post and he apparently intends to fulfil that promise.

While there is nothing definite yet, no absolute certainty that this obnoxious measure will again be introduced, there is sufficient danger to warrant the retail dealers in preparing to meet the emergency. If it is found that feeling runs just as strongly still against the idea as it did when the measure was first broached, it is not impossible that the advocates of Parcels Post will see the futility of attempting to put the legislation through.

It is recognized by all who have studied the question that the establishment of Parcels Post would give the mail order houses a greater opportunity than ever to cut into the trade of the home merchants. The loss would not rest wholly with the local dealer, however. It is an established fact that anything which serves to weaken the local merchant inevitably reacts against the whole community. The general public would therefore suffer as well as the merchant and no other purpose would be served than the extension of the business done by catalogue houses.

The situation calls for prompt action. No time should be lost in letting the powers at Ottawa see that the feeling of opposition to the measure is just as strong as ever.

BARTERING—AND OTHER EVILS.

"We do a large trade with farmers," said a retail hardware dealer, recently, "but we never have any difficulty as a result of customers wanting to do business on a bartering basis. Apparently, we are singularly fortunate in that respect. One of our clerks here comes from a store in a town not twenty miles from here and he says that up there every customer from the country wants to get goods in exchange for eggs and farm produce."

There was no difference between the inhabitants of the rural sections around the two towns. The difference lay in the dealers. It was found by enquiry that the dealers in the one town had always rigidly discouraged bartering and had gradually brought the farming inhabitants to an understanding of the fact that they need not expect to get goods at the hardware stores by process of barter. In the other town, the dealers had not united to rigidly discourage the practice and their rural customers had come to expect that they could get goods by that means.

Many other practices of an undesirable nature could be checked if the dealers had the courage to stamp them out. The late closing evil exists only because merchants are afraid to stop it. Few hardwaremen are so placed that they find it necessary to keep open every evening.

GIVE CLERKS A DEPARTMENT.

The impression is growing that it pays to "departmentize" the store as far as possible. Even dealers who keep no more than two or three clerks, will find that it pays to divide the store up into departments and place one member of the staff in charge of each. For instance, one clerk is supposed to look after builders' hardware, tools and paints. Another has sporting goods, cutlery and brass goods as his particular department. The third looks after stoves, tinware and granite goods. It is not meant by this that the clerks stick to those particular lines and do not have anything to do with the sale of other goods. On the contrary, the clerks are supposed to look after customers in any part of the store but, in addition to that, they are supposed to keeep their departments in order, to see that the stock is kept up to the mark and to study the goods until they get to know them thoroughly. Being responsible for the appearance of certain lines, the members of the staff will take greater care in the arrangement of the goods and the propri-

etor will find that the store is kept in a remarkably orderly way. Another great advantage is that the clerks get to know the goods in their own departments thoroughly. It is well to have "specialists" in every department; the standard of salesmanship being raised considerably thereby.

An objection sometimes voiced is that the clerks should be given a chance to work in all parts of the store. An all-around man is considered by a great many dealers to be far superior to a "specialist," no matter how extensive the knowledge of the latter on some one particular line may be. This difficulty can be overcome by shifting the members of the staff around. After a man has been long enough in builders' hardware and paints to gain a good knowledge of that end of the business, shift him over to the stove and tinware end. This is the surest method of all of turning out real all-around men.

PROSPERITY IN WEST.

That the hardware business in the far west is growing steadily and rapidly, is attested by the experience of a representative of a wholesale firm, who recently returned from a trip through British Columbia. He states that he found that province fairly pulsing with characteristic prosperity and optimism. He had more tangible evidence to produce, however, in the shape of the increased business of the firm he represented, all through the Rocky Mountains and Pacific Coast sections. The year 1910 had been by far the best in the firm's history but its record had already been exceeded this year by over 30 per cent. This is truly a remarkable showing and it cannot be said that the one company is alone enjoying this unprecenented prosperity. Reports from other sections indicate that many companies are finding the returns from that part of the country exceptionally large. Neither can it be said that British Columbia enjoys a monopoly of the prosperity, for the wave of industrial advance spreads east across the Rockies and takes in all sections of the Western provinces. Nor does it stop at the Great Lakes, for the East is also showing every sign of abounding prosperity.

CARD WRITING AN ASSET.

If any of his clerks show a talent for card writing, the dealer should encourage them in every way possible. That talent can be made of great value in the store. Neatly written or printed cards are a wonderful help in selling goods. This has been proven so often and in so many different ways that most dealers nowadays make some effort to secure cards to draw attention to certain lines.

The writer knows a dealer who discovered a latent talent for drawing and art work generally in a member of his staff. By giving the clerk an opportunity to develop his skill, the dealer found that he possessed a singular knack for the preparation of attractive cards and signs. The clerk has been turning out a fresh supply each week since, frequently using simple cartoons and neat scroll work to enhance the appearance of the cards. The result has been that sales have improved quite noticeably. Goods, which formerly reposed unnoticed on the shelves, have been brought into prominence by means of attractive cards and promptly cleared out.

Neat price cards are real "silent salesmen" and the clerk who can do creditable work in that way is worth more to the proprietor than he otherwise would be.

POINTED EDITORIALS.

Write to your member of parliament **now.**

* * *

Turpentine is determined, it seems, to get the cellar as well as the altitude record. Still going down.

* * *

One hundred sleighs sold in one day is telling proof of the value of the store window as a "sales force."

* * *

Many merchants are slaves, with almost endless hours of toil, because they lack the courage to sign their own emancipation.

* * *

The devasting fire in Northern Ontario has shown that doing without fire insurance is false economy of the worst type.

* * *

Twixt optimist and pessimist the difference is droll,
The optimist the doughnut sees, the pessimist the hole.—Hardware Reporter.

* * *

A case is known where a cartoon, drawn on a price card, was directly responsible for the sale of three washing machines. A little ingenuity of this kind always pays.

* * *

Experience proves that the man who closes at 6 p.m. does as much business as the man who does not drag himself away until 11 p.m. The advantage is his in every other way.

* * *

The "bears" on the tin market are expecting developments in September. If history repeats itself, the developments will probably be of a highly painful nature for the "bears."

* * *

When a clerk has one department in his charge, he finds more opportunity for the display of energy and originality. He is responsible, in a sense, for the sales in that department.

* * *

A Winnipeg dealer reports that a customer asked him the other day for the articles required for paper-bag cooking. "Haven't stocked them yet," was the reply. "But call back in two weeks and I'll be able to supply you."

* * *

Like the giant Antaeus, who came up stronger every time he touched Mother Earth, Parcels Post bobs up every few months in the United States. In the end, Hercules slew Antaeus, and it is a safe assumption that the opposing forces will finally squelch the ubiquitous advocates of Parcels Post.

* * *

"At present, we are fighting against windmills," said Hon. Mr. Lemieux in announcing the withdrawal of the Parcels Post Measure in 1907. Apparently, he has decided to try another tilt. The simile is rather an unfortunate one for the worthy Postmaster-General to have adopted. Does he not remember how quickly Don Quixote was unhorsed when he rode against the windmill?

Stove Dealers Should Get in Touch with Field

Publicity Methods are Needed to Offset the Catalogue House Influence — "Talk" Your Stock Through Advertisements, Store Windows, Etc.—Some Suggestions for Demonstrations

Mail order competition in the stove department is quite a serious menace. It is felt severely in many sections. It is not found formidable, however, where the local dealer keeps in touch with the public and lets the people know what he has in stock and the real merit of the goods he handles.

Briefly, the public buy stoves from mail order houses for these reasons: They do not know that the local dealer can sell them the same variety of stove for the same price. They do not appreciate the fact that the higher priced stove in the local store is well worth the difference in price. The stoves in the catalogue look attractive and cheap. People do not look to the future, when the question of repairs will arise. They do not appreciate the many good reasons why their partronage should go to the home dealer.

It is practically certain that, after a few moments' conversation with the local dealer or after a visit to the local store, the average person would see the folly of buying a stove from an outside source. It is only when left alone, to thresh out the problem of purchasing a new stove all by themselves with nothing to guide them but the brilliantly illustrated and alluringly worded catalogues of the mail order house, that people place their orders that way. If the arguments on the other side of the question—the local dealer's side—are presented to the notice of the prospective purchaser, the decision will go the right way in a great majority of cases.

Where Dealers Lack.

The strength of the mail order campaign lies largely in the fact that it has the field to itself. To offset this opposition, the dealer needs to assert himself, to "talk" to the people. It is, of course, impossible for him to see personally every possible customer in his district but the newspaper provides a ready means of reaching practically everyone. "Talk" your stoves through the columns of the newspaper. Use your advertising space to show why the trade of the people of that section should come to your store instead of being sent to a big corporation in a far-off city. The advertisement will reach as many home in your city or country section as the catalogues and the same opportunity is thus presented of talking stoves as the catalogue man has. There is this difference. The catalogue is issued once a year, probably, and the advertisement of the local dealer appears every day. He has the advantage of being able to pound home his arguments by force of repetition. And, to top it all, he has the better case to present.

Other Means of Display.

But the local dealer has other means to hand of "talking" to the public. He can "talk" through the medium of his store windows. He can "talk" through the potent influence of long years of good service and courteous treatment. Lastly, he can "talk" through the medium of manufacturers' aids. The dealer who follows out the plans of his manufacturer and makes use of the publicity material, which the manufacturer supplies, will undoubtedly find that results follow.

Just let the people know that you are in the stove business in real earnest and that you must be reckoned with when the question of a stove purchase comes up; and the battle will be more than half won.

Demonstrations Popular.

It is becoming more apparent every day that the demonstration is an effectual method of exploiting any particular line of goods. Demonstrations are being held in all parts of the country and an unvarying success is being scored.

In the stove department, this method is found to be of particular value. In the first place people who are in need of a new range consider the matter of sufficient importance to attend a demonstration. Their attendance at demonstrations of less important articles may be of a more or less casual nature, but they will make a special trip downtown when it is a question of stoves. As a result, there is always a good attendance of interested spectators.

Suggestions for Demonstrations.

At the present time, the stove dealer could not do better than adopt as a demonstration feature the new paper-bag cookery. It is asserted by those who have seen appetizing dishes prepared by the paper bag method, that it is not a fad, that it is a "sure enough" discovery which promises to cause a complete change in culinary methods. That there is some merit in the invention of M. Soyer is reasonably certain, and it is still more sure that the general public is being aroused to curiosity. If paper-bag cooking has come to stay, it will mean a lucrative business for hardwaremen in handling the necessary fittings. But whether it has come to stay or not, the fact remains that a demonstration of the method would be mightily popular at the present time and would draw large crowds to the store. Which, of course, is one of the primary objects of demonstrations.

Another good idea would be to feature a number of the many new articles, in the way of cooking utensils, which are coming on the market. There are, for instance, kettles with lids at the side instead of the center, saucepans with strainers and a great variety of other articles, which have some distinctly new feature to recommend them. A demonstration of such articles would have an interest for every housewife, and would draw large attendances.

Where Advantage Lies.

One of the chief advantages that a demonstration offers is the opportunity thus presented to advertise the stove stock. With the active stove season now drawing close, every dealer is anxious to get his name well before the public in that connection. Anything, which would serve to take people to the store then between the present and the opening of the fall stove season, would serve as an excellent preparatory measure for the campaign to be waged later on.

BOOKLET ON RATCHETS.

The Armstrong Bros. Tool Co. have issued their new booklet, No. 4, devoted to their line of ratchet drills. They cover practically the entire field, as the booklet shows, their stock of universal ratchets, packer ratchets, short ratchets and standard reversible ratchets being illustrated and described.

NEW MARLIN CATALOGUE.

The Marlin Firearms Co., New Haven, Conn., have issued a new catalogue, which describes the complete line of Marlin repeating rifles and shotguns, and also the Marlin handcuffs, manufacture of which was resumed recently. A large number of new lines are shown, including their model 27, a pump action repeater model in .25-20 and .32-20 calibers; Model 20, full magazine rifle, a pump action .22 that shoots 25 times at one loading; Model 30, 16 gauge light-weight repeating shotguns, and the new Marlin Field Model repeating shotguns in 12 and 16 gauges. A new price list has been issued, which eliminates discounts and rebates, and shows by printed figures just what the dealer's cost and minimum selling price are.

Hardwareman Elected to High Civic Post

The newly-elected Mayor of Waterloo, Ontario, is W. G. Weichel, wholesale and retail hardwareman of that place. His election to the high office was unanimous, no other name being proposed at the nomination. Mr. Weichel is a young man to attain to the highest post in the gift of his home municipality; being 41 years of age. Twenty years ago, he left his home in Elmira and engaged with Shurly & Dietrich at Galt, as shipper. This post he occupied for three years. He then went on the road for the company, selling the R. H. Smith saws, etc., a branch of the Shurly-Dietrich business. After some years' experience in traveling, he settled down in Waterloo, so that it can truly be said that he has had experience in all branches of the hardware trade—manufacturing, sales, wholesale and retail.



W. G. Weichel, Newly-Elected Mayor of Waterloo, Ont.

He has been in Waterloo over 14 years and, during that period, has become known as one of the most progressive of hardwaremen. The Waterloo store of M. Weichel & Son, is conducted on good business precepts. It is large and attractively arranged, with good sized show windows. Hardware and Metal has in the past produced illustrations of window displays shown in the Weichel store. The advertising end of the business is ably looked after, "Weichel's Weekly Store News" being published every week in the local papers.

Mr. Weichel has served on the council for four years, the last two years as chairman of the Finance Committee. Last year he was elected deputy reeve and filled that position with ability until, at the demise of Mayor Graybill, he was selected to fill the vacancy as chief magistrate.

In addition to municipal offices, Mr. Weichel has been prominently connected with other local bodies. He has served as president of the Board of Trade, and last year had the honor of being elected president of the Canadian Club of Berlin and Waterloo.

SHORTAGE AND DAMAGES.

The Canadian General Electric Co. have issued an important notice regarding shortages of and damages to goods in transit. Some of the clauses are well worthy the attention of hardwaremen. The more important terms of the circular read:

"To avoid any misunderstanding, please bear in mind the fact that as soon as a shipment made by us is received in good order by the transportation company our responsibility ceases, and the goods belong to you.

"If you do not receive all the goods covered by our bill of lading and memo. of shipment, then the transportation company is responsible to you for your loss, and when paying the freight charges and signing for the goods, you should have the number of cases short, or the damage, cause and extent of same noted on your "Freight Paid Receipt," and signed by the transportation company's representative.

"It is not uncommon to discover 'concealed damage' after the goods have beeen signed for and delivered and charges paid. In such cases cease unpacking immediately the damage is discovered, and call upon the transportation company to send a representative to inspect the goods. Also have him note the extent of the damage and condition of the package on your freight paid receipt and sign the same.

"When you desire to enter claim return to us the 'Memorandum Bill of Lading,' if possible, and we will mail you the 'Original' for claim purposes.

"When sending your claim to the railway agent of the transportation company who delivered the goods, support it by the following documents: Certified copy of shippers' invoice, original bill of lading, and freight paid receipt, bearing the notation already referred to, and accompany all papers by a letter giving such explanation as may seem necessary in connection with your loss.

"Retain copies of all papers sent the railway company, as sometimes they are lost and duplicates are required. Enter the account in your 'ledger,' and record the railway company's claim number opposite the account. When coresponding about your claim you are always sure of a prompt reply by quoting the railway claim file number."

GAINS ARE REPORTED.

Cleveland, O., July 27. — The Iron Trade Review to-day says:—

The first of the midsummer months has passed without any noticeable slowing down in mill operations, as compared with June, which, with the exception of March, was the best month during the first half of the year. Despite the fact that many mills were closed for inventory and repairs, and that orders were light early this month, manufacturers report that mill orders for semi-finished steel, structural steel, rails, bars and sheets for July will show little, if any, decline as compared with June, and two companies report a decided gain in mill orders for steel bars in the month. Steel bars, structural steel and sheets are the most active branches of the trade, while the wire market is extremely dull. There has been little buying by the railroads this month, but considerable business from this source is expected in August, as more favorable reports are being made by the transportation companies. The Cambria Steel Co., Johnstown, Pa., is operating all of its eight blast furnaces and the Carnegie Steel Co. started two additional blast furnaces at its Ohio works. The American Sheet & Tin Plate Co. started eight tin mills at its American plant, Ellwood, Ind., and six sheet mills at the Aetna-Standard plant, Bridgeport, O., and is operating its sheet and tin mills at about 75 per cent. of capacity. Orders for pipe placed by Pittsburg gas interests during the week include 26 miles of 16-inch steel line pipe, five miles of 12-inch steel line pipe, and six miles of 3-inch iron tubing. The coke market is quiet, but prices are firmer and a similar condition exists in the scrap market.

Including the purchase of 62,000 tons or basic pig iron by the Republican Iron & Steel Company, it is estimated that from 90,000 to 100,000 tons of this grade have changed hands in the Pittsburg and valley districts during the past two weeks.



By "Mack."

In the movement towards the extermination of all disease, the importance of free circulation of fresh air is emphasized by most of our teachers of hygiene. Attention is directed to the necessity of pure air in our sleeping rooms, and we are advised to allow our windows to remain open at night. There is little reason to question the benefit which we receive to our general health by providing abundance of air for our lungs to inhale during sleep. Nevertheless, there are occasionally to be found opponents of the open bedroom window, who do not accept this modern theory of hygiene, and follow the time-honored custom of lowering the sash of their chamber window at night very religiously. And they are not all invalids, either, as they ought to be after many years of inhaling expired air in a close room at regular intervals. I hold in my mind now an old gentleman who at 77 years of age puts the window down securely, "to keep out the night air," and sleeps soundly, has a first rate appetite and good general health without the aid of outside air, at least during the night, except, perhaps, a few nights when it is very hot in the summer. A case like this one, of course, does not discredit the fresh air theory, or, we may now say, the pure air cure, but is accounted for by the chemical changes within the body producing a substance which resists the bacteria or germs of the various ailments which are fostered by bad air, and enables the individaul to retain his usual health. It should be added that in all other physical health laws, the gentleman to whom I have referred gives faithful observance, being moderate in all things.

And so, in the retail hardware business, I can, I believe, bring forward an example of a successful store conducted upon old lines, and with no concession made to modern method and equipment, powerfully opposing the aggressive campaigns year after year of the big catalogue firms of Toronto and other cities, besides the competition of local stores. Others operate under the bargain giving and advertising plan, coupled with an attractive shop front and the interior store conveniences for taking care of the stock, which may now be seen in the larger hardwares. Aiming at quicker results and perhaps generaled by men of a younger school of salesmanship, the hardware organization of to-day invariably wrests the business supremacy from its older rival with conservative tendencies. This is the working of the law of survival, and although instances occur similar to the one recited, the general principles upon which the business is founded, united to the personality and thought of the management, have prevailed and averted defeat.

BACK FROM THE WEST.

St. John, N.B., July 22.—W. S. Fisher, a member of the firm of Emerson & Fisher, general hardware dealers, returned this week from an extended trip through the west. Speaking of his visit, he said he was interested in the activity shown by Maritime merchants in displaying and advertising their goods throughout the west where competition was keen. Stoves and furnaces from different eastern foundries, brass goods, brushes, edged tools, and other articles of maritime manufacture, Mr. Fisher said, had attained a strong hold in the prairie provinces. Having agencies scattered through the west, he said, many maritime firms were finding the sale of their goods much easier.

There is still no settlement of the early closing question. While the by-law governing the closing of stores at 7 p.m. has been passed for some time by the common council the police magistrate this week dismissed the cases before him, wherein dealers had been reported for violation of the law, saying that he could not see the justification of imposing a penalty for transgression in this connection. Local retail merchants do not know whether they should close their doors at 7 or not. The majority desire to live as law-abiding citizens, but in view of the decision given by the magistrate are nonplussed as to whether or not they are compelled to close. It is expected that a settlement of a satisfactory nature may soon be reached.

In sympathy with the movement which has become widespread throughout the province for the shortening of hours of labor, and for the keeping of a weekly half-holiday, the merchants of St. Stephen have agreed to observe Thursday of each week as a half-holiday, in the same manner as do Fredericton, St. John and other cities. Fredericton observes Thursday and St. John Saturday.

Twenty Years Ago
In the Canadian Hardware Trade

The following notes are taken from the columns of the August 1, 1891, issue of Hardware & Metal:

Heavy arrivals of cement and want of storage have occasioned a regular glut of cement, prices being from 10 to 15 cents lower than they were a fortnight ago. A fortnight ago good English brands were in light supply, existing contracts absorbing all the arrivals on a basis of $2.40 to $2.60; now matters are altogether different. We have noted heavy arrivals by steamer.

Editor's Note.—It is interesting to note that the price of cement is now much lower than the figures quoted twenty years ago.

OUR FURNACE BOOK is the title of Clare Bros. & Co.'s illustrated catalogue of furnaces, registers, etc., made in their factory at Preston. The book contains a discussion of the comparative merits of heating by hot water, steam and hot air and places great store on ventilation as an advantage peculiar to the last method.

TRADE CHAT.—B. R. Hamilton, hardware dealer, Neepawa, B.C., is building a handsome brick store.—The employes of the Greening Wire Works held their second annual picnic to the Falls on Saturday.—Elias H. Lyons, who has for the past thirteen years been with M. & L. Samuel, Benjamin & Co., has severed his connection with that firm.—W. & J. Kirkup, hardware dealers, Vancouver, have dissolved partnership.—R. R. Philp, hardware dealer, Castleton, Ont., has been burned out.

JOBBERS NOW FOLLOWING STOCK SHEETS CLOSELY.

Montreal, July 7.—It is rather interesting to note than in several cases at least, those in the sales department of the wholesale houses are watching closely some of their stock sheets. This applies especially to seasonable lines. The demand in a number of instances has been exceedingly heavy and goods were mentioned to Hardware and Metal that have been sold out. In these lines even the manufacturers are out of goods. Articles might be mentioned if it were not simply the general condition prevailing in some seasonable lines that is concerned.

New Hardware Goods

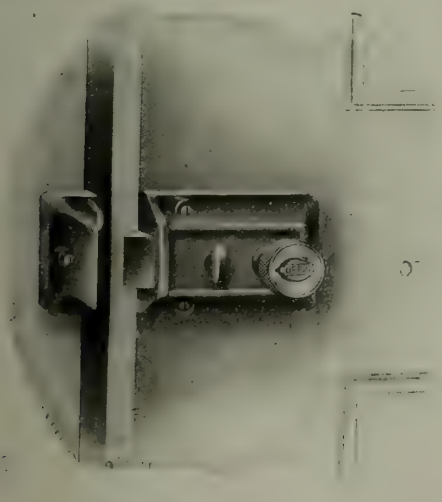
NEW ROSS RIFLE.

The Ross Rifle Co. announce that their 22 calibre rifle will be ready for the market in the fall. The new rifle, an illustration of which is herewith produced, offers some entirely new features. The action is of the straight pull variety and is very rapid indeed, the company claiming that it is the most rapid single shot action sold. The sights are also new and the arm takes a 22 short, 22 long, or 22 long rifle cartridge. A single screw "takes down" the rifle. It is understood that this rifle will retail at about $6.50.



CORBIN NO. 1356 NIGHT LATCH.

The device shown in the accompanying illustration is the latest addition to the Corbin line. It has the characteristics of the No. 356 Corbin night latch with the additional advantage that the latch can be operated from the outside by the key at all times. It can be either locked or unlocked entirely independent of the thumb piece on the inside. The thumb piece holds the latch bolt either in or out. This night latch has a strong cast case, finely finished knob and thumb piece, extra long latch bolt and can be supplied with a master key when desired. Strikes both for regular and reverse bevel doors are supplied.



SELLING DOG COLLARS.

"Dog collars," said a hardware man a few days ago, "are worth more attention than they usually receive. You will generally find the stock of these goods rather mediocre, a sure sign that the proprietor does not realize that there is a good profit and a fair demand in this line." "But," it was objected, "it is only dog fanciers who would take any interest in the collar you speak of."

"It might surprise you," he replied, "to know just how many will buy good collars. There are a lot of dogs, good dogs I mean, and their owners can afford to give them good collars. But very frequently they will go to a harness maker and ask him to make a collar simply because the goods carried by the hardware man are not worth carrying away.

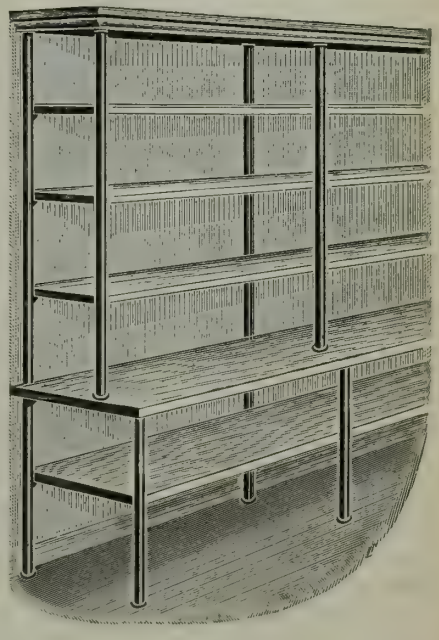
"There is something to know about this line. You should be able to tell what size collar is required for the different dogs. A St. Bernard will take a big collar and you should be able to tell what width is required, and so on. The smaller dogs take smaller collars. The owner of a dog wants to see it with a respectable, strong collar.

"During the hunting season there is always a good demand for this line, and the hardware man with a sporting goods department should keep a case of collars with a good supply on hand, and my experience has been that it is better to carry a classy line of collars understanding that the purchasers are able to pay for them.

NEW SHELVING ARRANGEMENT.

The Richards-Wilcox Mfg. Co., Aurora, Ill., are offering their No. 629 shelving as shown in the accompanying illustration. The uprights are made of heavy slotted tubing and provided with adjustable supports for shelves. With this the shelving can quickly be made to accommodate articles of various heights.

Dealers will find this shelving very convenient for their bolts, household utensils, parts for agricultural implements, paint, oil, tools, shelf hardware, etc.



There is no shrinkage to contend with and the position of shelves can be changed any time.

News and Methods of Canadian Hardwaremen

A Nature Window at Montreal—New Firm Start in Western City—Free Trial of Western Machines Offered by Stratford Dealer.

Montreal, July 27.—A miniature lake, an old mill with its wheel in action, rocky shores, real live fish and other representations are included in what might be called a fisherman's window, shown this week by R. & W. Kerr, retail hardware men, St. Catherine St. It is compact and in proportion and the idea has been well carried out. A little stream of water trickles through the mill and over the wheel which is thus kept turning. The water in the "lake" is four or five inches deep, showing a sandy bottom, with here and there a pebble. The shore is made af moss and rocks and a tiny canoe, pulled up near the mill, adds to the effectiveness of the scene. Fish swim around at times but are rather modest and try to hide from the gaze of the people who stop to admire. Naturally, fishing appliances, with price cards, constitute the practical part of the display, which reflects credit upon the window dresser.

A commendable feature of this store's treatment of their windows is the frequent changes that are made. It is a rare occasion when something to interest the public is not shown in either of the windows.

GIVING FREE TRIAL.

Stratford, July 24.—J. R. Myers is advertising a free test of a washing machine to all customers. He offers to send the machine to the home for a free trial. After using it, the housewife can send it back to the store, if she so desires. In the ad. it is claimed that the washer "turns the clothes, distributes the soap and does the washing."

It is understood that the plan has worked out exceptionally well. Not only have a great many people given the machine a trial but they have afterward made purchases, in a great many cases.

ELECTRICAL GOODS SELLING.

Port Arthur, July 22.—As a result of the advent of 24-hour electric power in this city, there has been a great demand for electrical goods and the hardwaremen, who handle these lines, have been kept busy supplying the insistent demands of customers.

"I want you to quote me prices on electric irons, toasters, kettles, and anything else you have in stock that I can use now that we have 24-hour current," is a statement heard every hour of the day now in local hardware stores

The new system makes power so much cheaper that people are all buying electric irons, electric stoves, toasters, washing machines, ovens, etc., all operated by the new current. The demand has been so large that the dealers are finding it necessary to lay in larger supplies.

Several dealers have only handled electrical goods for a short time and they are now delighted at their forethought in having engaged in this line in time.

STRIKE IS SETTLED.

Calgary, July 21.—Since last writing the tinners' strike has been settled This matter was adjusted on a compromise basis, satisfactory to both parties, we are informed.

T. R. Stuart & Co. are rushing their new store on 7th Avenue to a finish, as they will shortly be compelled to vacate their present quarters on 8th Avenue, where the Molsons Bank will erect their new structure.

The Gordon Nail Works, of St. John, N. B., will shortly erect a new factory here; in fact, we understand, they have purchased sufficient land in the Manchester Subdivision for their location, and work will commence on their new buildings in the course of a few days.

In view of the fact that so many new houses are being erected here, the Comer Hardware Co., of 8th Avenue, have taken the situation by the forelock, and have a complete bathroom equipment in their large windows, consisting of everything used in a bathroom. This window display is truly the production of a fertile brain, and is sure to bring results to this firm.

FEATURING BASKETS.

Ottawa, July 25.—McKinley & Northwood are making a special effort to sell picnic and market baskets. With this purpose in view they have devoted one of the store windows to a display of these goods. A splendid assortment is shown in all colors and sizes, running in price from the 10c. splint basket up to the $1.75 white straw double cover variety.

The goods have been advertised in the daily papers, good sized space being used. The ads. have been well arranged and illustrated. The result has been a steady volume of business in baskets of all varieties.

McKinley & Northwood have adopted the unusual and courageous plan of closing at 6 p.m. on Saturdays this summer. The arrangement has been followed out during the past month and will be continued through August.

MERCHANTS' DAY HELD.

Sackville, N.B., July 27.—"Merchants Day was observed here yesterday. During the day the local merchants held special sales and price inducements were offered in many lines. It is stated that a great amount of business was done, the public responding freely to the spirit of the occasion.

Geo. S. Wry, hardware and paint dealer, held a special sale during the morning in Paris green, linseed oil and other lines. Paris green was advertised for sale at 22 cents per can until noon. In the afternoon he sold pure linseed oil at a reduced price. Wall paper and glass sold at special quotations and bargains generally were offered on all stock.

J. E. Fillmore & Son sold haying tools, hammocks, and cutlery at "extra special" prices, a great volume of business being done.

HARDWARE STORE SUFFERED.

Barons, Alta., July 20.—The thriving little village of Barons had its usual Sunday quietness disturbed to-day by a fire which for a time threatened the existence of the place.

It started in the Crown lumber yards and spread to the rear of Hansen's Brothers' hardware store, destroying a storage shed there and also a stable belonging to Dr. Wallwin.

The villagers fought hard with buckets and a special train from Lethbridge hustled a chemical engine to the scene.

BANKER TURNS HARDWAREMAN.

North Vancouver, July 22.—The hardware business of J. D. Fraser & Co., on Lonsdale Avenue, has been disposed of. The new proprietors are F. T. Salsbury, local manager of the Bank of British North America and J. Johnston, formerly of Calgary. The new firm will take possession on Tuesday next.

Salisbury & Johnstone have announced their acquisition of the business by taking large space in the daily papers, a cut of their store being used. Mr. Johnstone has been a traveling salesman with an Eastern hardware house for eight years, and, prior to that, he was with Thomas Dunn.

The new firm will greatly increase their stock, will install new fixtures and completely reorganize the business. They will pay special attention to the supplying of household articles.

The store has been closed for a few days for stock-taking.

PORTABLE LIGHTS.

Among the exhibits at the Winnipeg Exhibition, the Pitner Gasoline Lighting Co. showed their latest invention, the Portable Lamp. This lamp can be rolled upon the floor while burning, and can even be burned upside down without damage.

HARDWARE TRADE GOSSIP

Ontario.

The Macdonald Manufacturing Co., Stratford, are adding to their property and may enlarge their factory.

J. Forsyth, an employee of H. W. Marshall, hardware dealer, Kingston, had his hand badly injured while moving some heavy goods.

The Down Draft Furnace Co., Galt, are finishing additions to their plant which will increase their capacity 60 per cent. and their output accordingly.

Friends of L. J. Levy, traveling salesman with Boeckh Bros. Co., will regret to learn of the death of his little daughter from burns sustained while playing with matches.

C. A. Postly, representing the Leo Schlesinger & Co., New York, manufacturers of brass goods and bathroom fixtures, was in Toronto this week, in the interests of the Canadian business of the firm.

The George Taylor Hardware Company, New Liskeard, have taken out the old front in their building and have put in new and greatly improved windows. The new front lets in much more light and has a very up-to-date appearance.

Cole & Robertson are opening a new hardware store on Eighth street east, Owen Sound, and are stocking up with a general line of hardware, stoves, paints and oils. Both are young men and are well known in Owen Sound. They expect to open for business on August 25.

Tke Hobbs Hardware Co. baseball team, London, defeated McCormicks in the London city league by 6 runs to 5. The baseball team of Bernhardt & Gies, Preston, leads the town league, having won five games and lost two. They recently defeated Clare Bos., by 12 to 10.

Sympathy will be extended to President R. C. Chown, of the O.R.H. and S.D.A., in the sad loss he has sustained. His infant son, Gerald Irwin, aged 10 months and ten days, passed away on Thursday of last week, the cause of death being given as acute meningitis. The funeral took place to Belleville cemetery, Rev. W. G. Clarke officiating.

Edward Webb & Son will have the plans completed this week for the new factory for the Tudhope-Anderson Company, which will be built in Orillia. Construction work will commence next week. The Tudhope-Anderson Company is capitalized at three millions and is the result of a merger of the Perrin Plow and Stove Company of Smith's Falls, the Tudhope-Knox Company, of Orillia, the Tudhope-Anderson Company, of Winnipeg.

A serious fire broke out in the Butchard hardware store, Owen Sound. When the employes arrived, they discovered that fire had started in the cellar, and immediately raised the alarm. By the time the firemen arrived, the blaze, which had evidently started among the oils and paints stored in the northwest corner of the cellar, had swept right for the elevator shaft, and was pouring oily smoke and flames up at an alarming rate. The hose was brought into prompt requisition and with chemicals was soon busy keeping down the flames. For some time there was danger of an explosion on account of all the combustibles stored in the cellar, but fortunately the firemen were in the nick of time. The elevator shaft, which last time was a source of assistance to the fire, this time confined it within narrow limits. The danger was felt to be so great that the employes were removing, as far as possible, all the valuables or any combustible articles, to a place of safety. In this way Jack Robertson got his hands severely burnt, as he was attempting to carry out a barrel of burning oil. Not a great deal of damage was done to the stock.

Quebec.

G. A. Irwin, with Drummond, McColl & Co., is spending his holidays at Bay View.

J. W. Richardson, of Caverhill, Learmont & Co., is spending his holidays at "Cushing," on the Ottawa.

Joseph E. Lemieux, hardwareman of Quebec city, visited Montreal last week and was introduced at the Board of Trade by Wm. H. Evans.

Friends of Fred C. Lariviere, president of the Chambre de Commerce, Montreal, and a widely known retail hardwareman, will sympathize with him in the recent death of his mother.

Edwin Dowsley, of A. Ramsay & Son Co., is in Europe where, it is expected, he will spend several months. His friends sincerely hope that he will return showing new health. Mr. Dowsley has been ill quite a time now.

G. F. Irons, a director of the Jas. Walker Hardware Co., Ltd., who has charge of the outside or contractors' supplies, is enjoying a week's holidays; and Ed. Douglas, assistant manager of the firm, is away on a three weeks' fishing trip.

Western Provinces.

D. Small has opened a new hardware store at Imperial, Sask.

The Continental Oil Co., is building a warehouse at Saskatoon.

G. L. Challoner, Grandview, Man., has sold his hardware business to H. J. McLean.

The Aylward-Williams Hardware Co., Calgary, have started a furniture department.

D. J. Wallace, Winnipeg, has sold his hardware and plumbing business to the Whiting Hardware Co.

Geo. Houston has opened a new tinshop at Transcona, Man. He has had practical experience for many years.

R. Swift Hudson, of Wood-Vallance Ltd., has returned from a three-months' trip to the old country. He will reside in future at Lethbridge.

Pikrul Bros. are starting in the hardware business at Earl Grey, Sask.

W. F. Wisper has sold his hardware business at Swalwell, Alta.

Charles Dickens, Calgary, an expert optician, is working in Cochrane, Alta. An advertisement announces: "Appointments for testing the eyesight can be made with Alvin at the hardware store."

Hoshal, Carmichael & Co., Weyburn, Sask., have added a tinsmithing department to their hardware business. Mr. Sutcliffe has been secured to take charge. The new shop will be fully equipped and open for business by August 1.

On Thursday morning last, just before twelve o'clock a fire started in J. B. Wilson's store, at Rouleau, Sask. One of the clerks was down in the cellar fixing the coal oil storage tank and had taken the cover off and held a lantern over the edge to look into it. It immediately took fire, burning the clerk severely about the hands and face. He had the presence of mind to clap the cover on which started to smother the flames. By the time the brigade arrived all danger was past.

Maritime Provinces.

It is reported that T. S. Simms & Co., broom and brush manufacturers, St. John, N.B., may remove to Fredericton.

CREDIT MEN MET.

A meeting was held on Wednesday in Toronto to consider the advisability of forming a separate credit men's association. Representatives were present from practically all the large houses in that city. A committee consisting of H. D. Eby and five others was formed, which will look into the charter under which the Winnipeg association is operated, and thoroughly consider just what would be the best for the business men of Toronto.

INSULATION STRIPPER.

One of the latest devices on the market is a new pocket tool which cleans insulation from electric wires. It is worked by drawing the tool along the wire and it will separate without injury wires which have become twisted together.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 54.

MARKETS IN BRIEF.

Montreal.

Turpentine.—Down 2 cents.
Lead.—Up 10 cents.

Toronto.

Lead.—Advanced 10 cents.
Spelter.—Advanced 25 cents.
Turpentine.—Reduced 3 cents.
Linseed Oil.—Reduced 3 cents

MONTREAL.

Montreal, July 28.—The metal markets are still active. There is no particular rush but there is a steady flow of business that is reported as being quite satisfactory. Summer time is not regarded as a particularly busy season, but on the whole trade during the past months has been, as far as Canada is concerned, quite favorable, and the outlook for the fall is practically all that could be desired. The only price change to report this week is an advance of ten cents in lead. This metal has been firm for some time now, the strength in the English markets being reflected here. About the only cause for the advance here is the strength in the Old Country. Spelter is also firm although prices have been unaffected here. Copper is steady, tin has been about holding its own.

Tin.—The market has been irregular of late with future prices up and spots down, presumably, it is said, to dispose of spot or nearby tin. A recent English reference to the market says in part: "There has been a little buying of three months' tin, generally attributed to the operations of Dutch dealers, who, having sold Banka ex September sale, have been seeking to cover themselves on the London market. These operations are mostly interpreted in connection with the market gossip that a further squeeze is to be engineered during September, by which time it is expected that consumers will be forced into the market on a more liberal scale than has been witnessed for some time." Locally there is nothing of particular interest to report in regard to tin.

Copper.—The market is steady with no unusual features. Reports have been received of the possible increase in production in the near future, but nothing authentic is yet mentioned in this respect. The situation remains about the same with a good demand.

Pig Iron.—There is still but little change in the iron market. The Canadian situation is favorable on the whole and of the same character as has been previously mentioned. The English markets show no change. In the United States activity is said to have been less general. Prices on dock Montreal are:—No. 1 Summerlee, $20.00; Select Summerlee, $19.50; Soft Summerlee, $19.00; No. 3 Cleveland and Clarence, $15.50 to $17.00.

Lead.—The market continues to show the firmness that has been apparent for some time. Prices are higher in the Old Country and the local price has been advanced ten cents. It is difficult to ascribe any reason for this movement other than an increased demand showing more activity. The lead market is by no means the easiest to follow. A recent English report says: "The market for lead continues firm with no apparent increase in the supplies. It is reported that stocks are decreasing in all directions, while American trade is rather better." It is pointed out that the recent Mexican troubles have restricted supplies coming from that country. Demand for lead is steady with the firmness of the market.

Spelter.—The spelter market is also quite firm with the demand sustained. There is nothing particular to report, the same steadiness being apparent that was referred to a week ago.

Scrap Material.—Prices are still quoted as follows:—Heavy copper and wire, 11c.; heavy red brass, 10c.; heavy lead, 2¾c.; light copper and bottoms, 9c.; tea lead, 21½c.; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, July 27.—Trade is improving slowly. That sums up the metal situation in Ontario at the present moment. The improvement is coming gradually and the demand, except in a few cases, has not increased to any appreciable extent during the past week. Still conditions are perceptibly becoming better and the improvement now showing itself in the United States augurs well for the future on this side of the line.

The feature of the market this week has been the advance in lead. Business in that metal is now very brisk.

Tin.—The developments in the lead market have relegated tin to second place in point of interest. Tin does not present any features at the present moment. It remains at the same high level, 48 cents being the prevailing price locally still. The syndicate has complete control and seems thoroughly capable of holding on for an indefinite period. A more active speculative market is reported abroad and private cables indicate an upward tendency.

Antimony.—The situation is unchanged. Little interest is being manifested in antimony and the sales are reported to be small. Some business is being done in a jobbing way at slightly closer prices.

Plates and Sheets.—The situation is improving more rapidly perhaps than in other directions. Good-sized orders are being placed and the inquiries indicate that buyers are now coming into the market for big bulk. A brisk fall trade is assured. No changes in price have been made.

Copper.—The improvement which took place about a week ago, and which is noted elsewhere in this issue, does not appear to have been sustained. Reports to-day, in fact, show a slightly weaker tendency in price. It is impossible now to accurately gauge the real state of the market and predictions as to the future are rather a risky proposition. "I have heard opinions on copper boldly expressed for the last three years," said a metal man to-day, "and as far as I can learn, the question has not been settled yet as to whether or not copper is is in a satisfactory condition." Sales locally have been satisfactory and enquiries point to a continuation of brisk conditions.

Pig Iron.—There is a steady improvement noticed in the demand and conditions generally can be considered highly satisfactory for this season of the year. Prices still rule as follows: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—Imported lead advanced 10 cents this week and the price now quoted is $3.85. The advance comes as a result of a corresponding increase in the United States, where the active demand has forced up the price. The local demand is exceptionally active and, as stocks are light, it is safe to state that the same brisk condition will obtain for some time.

Spelter.—The same condition prevails in spelter. The United States market has seen a considerable advance and the price here, as a natural result, has gone up also. An increase of 25 cents per 100 has been put into effect, the price now being $6.50. The demand continues heavy and stocks are getting quite light.

Old Metals.—There is a strong volume of business being done. Present quotations are:—Heavy copper wire, 10½c to 11c; heavy red brass, 7½c; heavy lead, $2.90; light copper and bottoms, 9¾c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

HARDWARE MARKETS

MONTREAL.

Montreal, July 29.—Trade is at present between seasons and is mostly of a sorting up character. Jobbers have received shipments of skates for delivery to customers and the guns and ammunition departments are practically completely stocked, and orders for Aug. 1 or 15 delivery are receiving immediate attention. Household goods have been prominent of late, thanks to the fruit season and the demand for graniteware should continue for weeks yet as the preserving and pickling season is not over almost until the leaves are falling. Hence the hardware retailer should be looking for more or less demand until that time. As far as seasonable lines are concerned general sorting-up orders are coming in fairly well, but the great bulk of this business has passed. Of course, there is August and September still to be heard from and they should contribute a good share of business to this department. Building and construction necessaries are moving along regularly and give promise to continue so for some time to come.

Household Goods.—The preserving season is the reason for a healthy demand in enamelware and graniteware goods, and the other lines that are used in putting a store of preserves in the cellar. Cherry stoners, apple parers and corers, glass jars, and similar articles are all in good demand. In general household goods there is a healthy enquiry, the September trade promising activity in these lines. A few general lines are quoted as follows: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt., $1.50, 2-qt., $1.65, 3-qt., $2.05, 4-qt. $2.50, 6-qt., $3.15, 8-qt., $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz., Universal, $37.75 per doz., Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c. per set, nickle-plated, 87½c. per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Sporting Goods.—There is a decided activity in sporting goods, preparations being now under way for the fall trade. Guns and ammunition, hunting knives and such articles are being forwarded, filling orders booked probably months ago. Skates are also being prepared for shipment, in not a few cases they have been forwarded. Retailers who look out for this trade are ordering snowshoes, skies, toboggans and so on. The fall Rugby season is likewise helping to create a stir. Rugby balls, head guards, pads, and other accessories are being ordered and the wholesale houses are now ready for the annual demand in this department.

Contractors' and Builders' Tools.—The demand for goods required by contractors and builders goes on apace. This department has been a consistent performer since the spring opened, and indications point to a continuation of the demand until fall. In the Montreal district there are no signs of a let up to business yet and there is quite a distance to go yet. For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second the same discount is allowed, and for the third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upward.

Harvest Tools.—There is still some demand for harvest tools, although the season is drawing to a close. Potato forks should be active in a short while, but it is felt that haying tools are about done. Some quotations are: Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field and garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz,; snaths, 40 p.c. discount.

TORONTO.

Toronto, July 27.—Business is reported to be more than seasonably active. Despite the fact that the trade generally strikes a period of comparative slackness during the months of July and August, there has been no evidence of any falling off in trade so far. The past month showed an improvement over July in 1910, and, from all indications, the same satisfactory condition will continie right through now. Everything points to a very active fall trade. Quite a little business is already being placed in preparation for the early fall business.

Seasonable Goods.—The demand cannot be described as heavy in any distinctly seasonable lines just at present. The call for summer goods has sunk to the minimum and there is very little being done yet in fall and early winter lines. Some sorting-up orders are being received, however, and, on the whole, as much business is being done in these lines as could reasonably be expected at this time of the year.

Household Goods.—The demand is constantly improving for enamel and graniteware. The preserving season is barely started and it is, therefore, safe to assume that the trade will continue brisk for some time at least. Saucepans, kettles, etc., are being shipped out in large bulk. Woodenware is also selling well. Tubs are in large demand and the trade in brooms has been particularly active.

There is still a fairly good demand for the cheaper class of articles needed for camping and for summer houses. Business has fallen off to some extent, however.

Harvest Tools.—Although the trade has now reached the turning point, quite a number of orders are still being placed. "We will sell a great number of scythes, forks, etc., still," said a local jobber to-day. "The demand is not by any means over yet."

Heavy Hardware.—The fact that building operations are progressing rapidly, brings a constant improvement in the demand for heavy hardware. Bolts, nuts, screws, rivets, nails, etc., are all showing healthy activity, the demand being now large and well sustained. Present quotations are: Discounts on cattiage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Builders' Hardware.—The most satisfactory feature of the trade perhaps is the large bulk of business being done in builders' hardware and contractors' supplies. All varieties of hardware are moving rapidly and the demand is growing in accordance with the advance of the building season. Cement has been selling well and there has also been a good call for plaster of Paris. Tools are in good demand, several large orders having been filled this week.

Stoves and Heating Goods.—The shipment of stoves for the fall trade has now started and it is becoming more apparent every day that a big season is ahead. Advise orders of unusually large propartions are being placed every day. Several carloads were shipped out this week, several being destined for points in the West. Local advices are to the effect that the Western trade this year is going to "break records," and it is not likely that the eastern demand will be far behind.

Oil and gasoline stoves are moving in fairly good bulk still but there has been a perceptible slackening on the demand.

Sporting Goods.—It is reported that in some lines, such as fishing rods and tackle, baskets, etc., the demand is still good, but sporting goods on the whole, are not proving to be big sellers at present. It is, in fact, an off season and it will be some weeks probably before the demand for fall goods begins to be felt.

The Western Hardware Market Situation

Some Little Uneasiness is Experienced on the Score of the Crops—Hardware Trade Continues Very Active — Shortage is Now Felt in Binder Twine

Winnipeg, July 21.—Considerable interest is still being taken now in the situation of the crop at the present time, as it is one that is puzzling the oldest heads. The weather which has been prevailing during the week has been both good and bad for the crop. Warmer weather is still the plea from the country, and it is recognized that unless this arrives within a few weeks that damage from frost due to the lateness of maturity, will undoubtedly cause great loss. On the whole, however, no damage has been done so far. Between 60 and 75 per cent. of the wheat may be said to be in bloom. Harvesting is expected to begin with in two weeks, and it is understood that the C.P.R. are endeavoring to bring on 10,000 men from the United States and between 30,000 and 40,000 from the East, while the C.N.R. will bring in the neighborhood of 25,000. The present situation is one in which mankind can do nothing but sit down and wait.

In spite of the questionable situation in which the crop is in at the present time, the hardware trade has had little check whatever in its rapid progress since last Fall. All lines are busy, and the number of orders that are being received are just as numerous as they were a month ago. Binder twine, as stated before, cannot be bought for 'love or money' from any of the houses, while harvesting tools are going out with a rush. The country is in the midst of haying, and haying forks have been very active of late.

The demand for stoves continues to be fairly active, and wholesalers are endeavoring to reduce their stock of gas stoves by offering them at reduced prices. Travelers are back on the road after their holiday, and they are pushing this line. Fall shipments are becoming numerous, wood and coal stoves continue strong and active, while pipes and elbows are also on the move. Lanterns and stove boards are showing considerable activity, and stocks are considerably larger than they were this time last year.

In the general hardware lines, trade has been firm, and the demand strong. Practically all lines are active, and remain unchanged. Solder is quoted as being up $28 per cwt. this week, while last week it was given out at $26. There is no doubt as to the strength of this line, however, and the situation is a complex one.

Seasonable goods are holding steady, but the trade is not as active as was expected. On account of the cool weather which has been prevailing this summer, there has been practically no demand for screen doors and hose of late.

Quotations are as follows :—

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55 ; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80 ; 18, $3.85 ; 20, $3.90 ; 22 and 24 $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.50 ; ½ in., $4 ; ¾ in., $5.20 ; 1 in., $7.50 ; 1¼ in., $10.25 ; 1½ in., $12.45 ; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting.—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc.—Casks, $8.25 ; broken lots, $8.75.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach, 65 per cent.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $13.50; ½ box, $8; I. X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05 ; plain twist, $3.40 ; staples, $3 ; annealed wire, base, $3; oiled, 10c. extra ; bright iron $3.20 base; brass spring wire, base, 23c. ; plain galvanized iron, Nos. 6, 7 and 8, $3.50 ; No. 9, $2.90 ; 10, $3.60 ; No. 11, $3.70 ; No. 12, $3.10; No. 13, $3.40 ; No. 14, $4.25.

Paints and Oils.—There is nothing new in turpentine and linseed oil this week. A steady trade continues in both lines, the former being quoted at 85c. per gal. in barrels, and 95c. in 5 gal. cans. Linseed oil is holding firm, the uncertainty of the weather condition having checked the downward trend of this line, and last week's price of $1.15 for raw, and $1.18 for boiled, per 9 lbs., is in existence. Mixed paints are very steady, and the price is also unchanged. Travelers are all out again and orders are already coming in freely for fall shipments.

Methods of Retailing Paints and Varnishes

Push the Sale of Interior Household Paints

How One Dealer Created a Large Demand for White Enamel—Brushes Should Be Prominently Displayed—Many Dealers Are Placing Clerks in Charge of Their Paint Departments.

The possibilities of paint are only half realized. People who are anxious to beautify and improve their homes will often go to great trouble and expense to achieve an effect which the application of a little paint would have secured more effectually still. Paints and enamels are invaluable in the home. They can be used in one hundred and one different ways to effect improvements and correct faults.

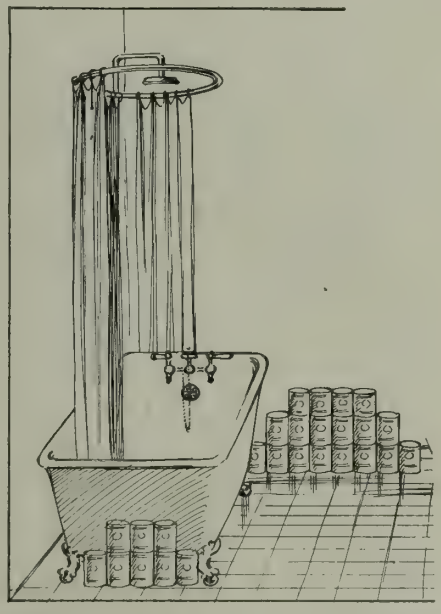
One of the best retail paint dealers in Canada credits his success to the fact that he has studied the needs of the household in this respect and has endeavored to meet them. He did a splendid business in white enamel last fall by a rather unique window display. Securing an old bath tub, of a somewhat antiquated design, he coated it thoroughly with white enamel until it looked fresh and new and attractive. It was then placed in his store window together with a supply of enamel tins and brushes.

There are thousands of homes with dingy old bath tubs, which were installed many years ago and are now sadly in need of redecoration. Many people saw the window display and were struck with the possibility of brightening up their bathrooms. The result was that the dealer experienced a brisk demand for white enamel. He more than doubled this by a little adroit canvassing of each customer. "A whole bath room finished in this white would be very beautiful," he would say. "There is nothing to equal a complete white finish on walls, and furniture." By showing pictures of bathrooms finished in that way, he was often able to more than double the original order of enamel.

Pushing Sale of Brushes.

There is a splendid opportunity for trade for the dealer who makes an effort to push the sale of brushes. A great many dealers do not seem to have realized that the brush needs attention just as much as paint. The writer has heard of many cases where householders have invested in a supply of high grade paint but have failed to get satisfactory results simply because they tried to apply the paint with a dilapidated and time hardened brush which laid the liquid on in streaks and scratched the surface at every stroke. A good brush is almost as necessary as good paint, if results are desired.

It is advisable, therefore, to accompany each sale of paint with a query as to the customer's needs on the brush question. Has he got a good brush? A brush suitable for the style of work contemplated? The average customer has "a" brush, which he is prepared to use indiscriminately for painting the barn and graining the floor. He does not realize that there are brushes made particularly adaptable for every variety of work and that it is wise to get the right brush before starting in. It is the duty of the salesman to see that this fact is impressed upon the customer.



Window Display Showing Bath Covered With White Enamel.

It is not too late in the season to arrange a window display of brushes, showing the many varieties made and illustrating, as far as possible, the use of each one.

In a number of stores, the brush stock is displayed quite as prominently as the paint itself and the best of results have been obtained. It is too often the rule, however, to leave the brushes under the counter or, packed away on a shelf, waiting to be called for. It is not a hazardous guess to assert that sales in this line can be increased at least twenty-five per cent. by showing the goods where customers will see them regularly.

Interior Finishes.

The season is now not far off when paints and finishes for interior work will be largely in demand. The number of new houses this year will, from present indications, show a considerable advance over past records and there will consequently be a greater demand than ever for floor stains and enamels, varnishes for woodwork, etc. Add to this, the business bound to result from fall moving and it will be seen that the call for specialties will be unusually heavy.

"I make it a point about this time each year," said a dealer the other day, "to visit the owners of all new houses in my section of the city. I talk over with them the question of decorating their buildings and generally manage to land a good sized order from each one. There are times during the summer when business gets pretty quiet and I pick on these dull spells to get out and canvass. As a result, it is never necessary to sacrifice valuable time."

Well-Informed Salesmen.

The need is being felt more and more of well informed salesmen to handle retail paint departments. It is found a wise plan to place the department in charge of one clerk. Although the member of the staff selected for this duty need not give his whole attention to it, he is supposed to keep thoroughly in touch with the paint situation and to get to know the stock thoroughly. It then devolves upon this clerk to see that the stock is kept up to the mark and well assorted. The arrangement of the goods lies within his province. The advantage of this plan lies in the fact that the clerk gets to understand the goods thoroughly and is able to intelligently advise customers both as to the kind of paint to use and the best means of application. Intelligent service is one of the surest means of working up a large and lasting connection.

Pointers for Dealers in Paint and Specialties

Matter of Interest to Hardwaremen, Taken From Addresses Delivered Before the Master Painters' Convention at Toronto —The Manufacture and Use of Brushes.

Among the addresses delivered at the convention of Master Painters' and House Decorators held last week at Toronto, some topics were introduced of interest to all connected with the paint industry, either as users or handlers.

E. G. Staunton read a paper on the manufacture of wall paper which contained many points of interest for hardwaremen who handle wall paper—and the number who have taken up this line is becoming bigger every day. At the close, Mr. Staunton had a large number of questions propounded to him, showing the interest which his paper had evoked.

The Use of Brushes.

Information of interest was given by Mr. Miles, representive of the Boeckh Bros. Co., in the course of a paper which he read on "Bristle—Its Origin and Preparation—Process of Manufacture, Care and Use of Brushes." In dealing with the problems of manufacture, Mr. Miles said in part:

"Paint brushes, and by this I mean all kinds of painters' brushes, should always be made of good quality bristles, and this is equally as important as the process of manufacture.

"Boar's hair, commonly called bristle, is gathered by the peasants of Germany, Russia and China, and is quite an important industry. At certain times of the year the boars rub themselves against the tree trunks causing the bristels to shed, and same is generally gathered in these places. The hair is then bundled, and in a very dirty and matted shape, is sold to the dressers at the different markets, who put it through various processes of washing and sorting, and it is then sold to the manufacturer.

"This is the case with most of the China bristles, but the Russian and German kinds are very often received in a raw or unclean condition. The white French bristle, which is used in the best varnish brushes, is well dressed, and fine clean stock when marketed by the dressers.

"A well equipped brush factory must be in a position to wash, clean and sort bristles when received, and this must be thoroughly done before the hair is ready to be used. Most of you know how brushes are made. The flat brushes are commonly nailed in metal ferrules, and the ovals are held by a handle or plug driven into the steel or wire ferrules. Also there is a new process of manufacture of flat paint brushes, by the use of the compressed ferrules as used on Boeckh's "Steel Grip" Brushes."

Mr. Miles gave some pointers on the use and care of brushes, which hardware dealers might do well to bear in mind when storing and selling brushes. The points made were:

"Firstly, a well made brush, whether oval or flat, paint or varnish, or kalsomine, one made of the best black or white bristles, will give excellent satisfaction and may be used till the bristle is worn completely down—if the brush is broken in, in the right way and kept clean after being in use.

"Many painters have an idea that a brush must be soaked in water before use—this I would strongly protest against, as the bristles lose their spring or elasticity, and the handle is apt to become swollen, breaking the ferrule and making the brush useless.

"Secondly, a brush should never be allowed to stand either on the handle or the hair—in the former case the paint or kalsomine will run down into the brush, which will make the bristle spread and open up, and leave it very difficult to be cleaned out. A brush stood on the bristles will soon become decidedly out of shape and may require quite a bit of using before it regains it's natural state, though this may easily be done by steaming and otherwise treating the bristles.

"A brush should never be used other than for the purpose it is made and a great deal of trouble results from paint brushes being used dry as dusters and flat paints being used in kalsomine, and also through brushes being used in liquids which dissolve or affect the cement."

Do You Capitalize Your Difficulties?

By Victor Lauriston.

When someone or something lands you what feels like a knockout blow, what do you do with it? In what fashion do you make use of your misfortunes, difficulties and disappointments?

Do you, by lying down under them, turn them into a perpetual bonded indebtedness which will harass and burden you throughout all your after years? Or do you capitalize them on the credit side of your account, and draw interest on them, year after year, in the shape of greater selling efficiency?

In brief, when a cloud comes drifting along to obsure your sky, do you leave it hanging there, a blotch upon the bright firmament of heaven; or do you grab its edges firmly with both hands, reverse, determinedly reverse it, and use the shining silver lining as a mirror next time you have occasion to shave?

I've heard heaps and heaps of tradesmen wail and bellow about department store competition. Department stores, they tell me, are mincing prices all to smithereens. Department stores are underselling them on everything. Department stores are cutting into their trade. Department stores ought to be suppressed by legislative enactment. You've heard that story, too.

Not long ago I dropped into the showrooms of an aggressive stove dealer to enquire how business stood.

"Are these department stores cutting into your trade much?" I asked.

He laughed. "Not a bit of it," he rejoined. "They do deluge this section with catalogues—they must do some business, somewhere, to make it pay—but as for me, I count them a blessing."

"And why?"

"Why, whenever their catalogues clog the post office here, I hustle out and lay hold of half a dozen of them. Occasionally when I'm talking stove a customer will up and tell me that my price is too high—that the Such-and-Such departmental store advertises the very stove I offer at $44, for $37—seven dollars less.

" 'You can buy a stove from them for $37,' I return, 'but can you buy this stove?'

"And then I whip out the catalogue. That very act sets Mr. Customer thinking. 'This man isn't afraid to compare the articles,' he thinks; and jumps at the conclusion that there's a reason. And I do compare them—religiously. I show where the department store stove has a bit less ornament here, some important feature missing there, a less convenient draft, a single instead of a double lid for the reservoir. In fact, I take the department store stove to pieces, so to speak, and I dissect my article in just the same way.

" 'Is my stove worth twice the difference?' I ask. 'And, remember, when you buy this catalogue stove, you pin your faith upon a picture that certainly won't be worse than the original. When you buy my stove, you buy a stove that you have examined in every part, and about which you know everything there is to know.'

"That talk usually convinces. If I just told Mr. Customer that I thought the department store man was selling an inferior stove, he'd put me down as a knocker. But when I shoot the department store man with his own ammunition, so to speak, Mr. Customer enjoys the joke."

The ML Paint Plan Makes More Money for Paint Dealers

M-L Paint

A great assortment of shades perfectly mixed and ready for use by any buyer. Best protection, easiest applied, least troublesome for your customer. He "does a good job" and your sales get the benefit. Extra large covering capacity.

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M-L Floorglaze

A heel-proof, water resisting floor finish that may also be used as a self-varnishing outdoor paint. Double service—double sales—double profit. The kind that we advertise so largely.

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M-L Elastilite

Free flowing scratch-proof flexible varnish of high lustre—saves the troubles of ordinary varnishing. Best and easiest way to protect your customer who wants a fine job. Carry this advertised line.

WRITE FOR PRICE LISTS, SAMPLES, SHADES AND OUR DEALER PROPOSITION

Imperial Varnish & Color Co., Limited

108 PRINCESS STREET
WINNIPEG

6-24 MORSE ST., TORONTO

524 BEATTY STREET
VANCOUVER, B C.



TRADE MARK MINERVA

Handle the Paints and Varnishes of a Reputable Manufacturer.

MR. DEALER: Your immediate profit is not the most important item in the selection of various lines for your business.

An ordinary paint or varnish that offers you a large margin might eventually prove to be your loss. It's a good honest brand with a reputation behind it and a liberal profit that means your success.

MINERVA

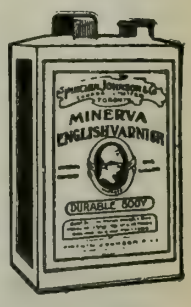
PAINTS AND VARNISHES

have always been made for exacting people. A brand that looks well and is durable.

MINERVA lines have been manufactured for 76 years and have stood the very hardest tests of wear and climatic conditions.

Large Railroad and Steamship Companies, prominent painters and decorators insist on MINERVA brands. Users like these know paint value---paint service.

The Manufacturers co-operate with you in selling MINERVA Paints and Varnishes. Besides a very attractive proposition, consistent consumer advertising is used in the press throughout the country.



IT WILL PAY YOU TO ENQUIRE FOR PARTICULARS.

PINCHIN, JOHNSON & CO. (CANADA) LIMITED

Established in England in 1834.

377-387 Carlaw Avenue, TORONTO, ONT.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 28.—Conditions in the paint and oil trade continue quite satisfactory especially in view of the fact thas it is now between seasons. However, business has been running along fairly well with the demand sustained at quite an appreciable figure, all of which is a condition that is quite welcome. Demand is general with ready mixed paints still receiving considerable attention. The only change in prices during the week is a reduction in turpentine which is now at 70 cents. Linseed oil is stationary at last week's figures.

Linseed Oil.—The market has not moved from the position it occupied in regard to local prices and the undertone is one of strength from the fact that the English market has been rather firmly held....Prices are $1 for raw and $1.03 for boiled.

Turpentine.—Again there is a reduction in the price of turpentine which is quoted this week at 70c, which is at least a drop of five cents in two weeks. Last week the price quoted in these columns was 72c. The weak tendency as far as prices are concerned has been prominent of late, and although it was thought that a halt would be called to the slump before this, there is no particular signs yet forthcoming.

Ready Mixed Paints.—There is nothing new apart from last week's report on business in this department. Demand is steady and satisfactory and there is every indication that the fall trade will be good.

Paris Green.—The demand for Paris green with the exception of a desultory order dropping in occasionally has fallen almost as flat as the proverbial door nail. In answer to several enquiries in the jobbing trade regarding Paris green the reply was invariably "season over; nothing doing for another six months."

Arsenate of Lead.—Following the injunction which appeared in some of the books on horticulture a fitful but light demand has been experienced for this insecticide. However, like its first cousin, Paris green, it is not expected that any more will be shipped.

Red Lead.—Red lead along with orange mineral and litharge is experiencing a very fair turnover. Prices have remained steady for some time. Stocks are not very heavy, this being the usual condition at midsummer, but with the large number of steamers plying between Old Country points and Canada it is now as easy to get shipments of red lead from England or Scotland almost as quickly as forwarding goods from Montreal to Halifax, N.S. Genuine red lead in casks of about 560 lbs. is 4¾ cents a lb., in kegs of about 100 lbs., 5¼ cents a lb.

No. 1 red lead in casks of about 560 lbs. 4¼c..

No. 1 per kegs of about 100 lbs. 5¼.

Orange mineral in casks, 9½ cents per lb.

Litharge is fluctuating slightly but prevailing quotations are: ground litharge in casks, 5c a lb., flaked litharge in casks, 5¼c a lb.

Putty.—Demand for putty is steady, prices are likewise, and enquiry is from all parts. Quotations are: Bulk bbls., $2.20; bulk, cwts., $2.45; bladder,bbls., $2.70; bladder cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

White Lead.—White lead is holding its own nicely. Demand is well maintained and prices are steady. Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b., Montreal.

TORONTO.

Toronto, July 27.—There has been an increase in business this week over that preceding. This is due very largely to the fact that the week before, many of the travelers were off the road attending the master painters' convention at Toronto. Jobbers and manufacturers are quite pleased with the state of trade at the present time. The lack of any evidence of a slump seems to augur well for conditions in the future. So far as can be told, the past month has been a better one than July, 1910, proved to be. In fact, the year's record to date does not leave the producers with any material cause for worry or misgiving.

Prices are still showing a tendency toward weakness. Both linseed oil and turpentine are quoted at lower prices this week though in neither case has a material change been made.

Linseed Oil.—There has been a decrease of three cents in the price generally quoted. Raw now sells at $1.02 and boiled at $1.05. A few quotations slightly lower have been heard but they do not fairly represent the trend of the market. No change has been made in the price of oil in Great Britain and this will, doubtless, have a steadying effect on the local market. It is reported that there is not likely to be any new Canadian seed in sight for two months yet, but all indications at present point to a good sized crop.

Turpentine.—A decrease of 2 cents has been made in turpentine and the general selling price is now 73 cents. It is reported that there has been an extraordinary demand for export from Savannah and Jacksonville and the market is likely to be well sustained for export trade the balance of the season. Some slight advances have been registered on the primary markets during the past few days. A local man predicts that there will be advances during the months of August and September of a material nature. The fact that speculators are making some advances in the market with a view to securing a good supply for fall and winter trading tends to support this opinion. There is still, however, an accumulation of stocks at Savannah and Jacksonville.

Rosins.—In regard to rosin, the situation differs somewhat, as the same reduction has not taken place as in the case of turpentine. It seems likely that a reduction in common rosins may take place in the near future, but this is not assured as the accumulation of rosin can be stored without any loss in weight for any length of time.

Putty.—There is a good seasonable demand. Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—The demand continues good but it is not expected that a really active trade will result before the middle of September. The price remains firm.

Red Lead.—A fairly well sustained trade is reported. Hardwaremen do not buy in large quantities but some good orders have been placed during the past week. The price quoted is 4¾ cents for 100-lb. lots.

Prepared Paints.—There is no sign yet of a falling off, although the season has advanced beyond the stage where the effect of the mid-summer business begins to assert itself. Orders for fairly good sized bulk are being placed.

Varnishes and Japans.—Manufacturers and jobbers report that trade keeps up well, and, although no records are being broken just at present, the volume of business is very satisfactory. Prices are remaining firm.

Glass.—There is a better demand for glass and the volume of business is growing steadily. Dealers are starting to stock up for the fall trade and quite a number of advise orders are being placed. There is every evidence of a brisk trade this fall.

Petroleum.—The demand continues exceptionally heavy, orders coming with great regularity from sections where the trade of the summer holidayers is felt. Present quotations are: Sarnia prime white, 11½c; American water white family safety, 13c; Pratt's Astral 14½c.

TWO WHITE LEADS

BRANDRAM'S B.B. GENUINE WHITE LEAD

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged.

It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.

ANCHOR DECORATORS' PURE WHITE LEAD

The base of which is made by the Old Dutch Process.

It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch Process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD, WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A" 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	30 00	
Carron, soft	25	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles, base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
11 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	2 86
⅜ "	2 25	3 08
½ "	2 63	3 48
¾ "	3 28	4 43
1 "	4 70	6 35
1¼ "	6 41	8 66
1½ "	7 70	10 40
2 "	9 57	13 86
2½ "	16 39	22 14
3 "	21 52	29 07
3½ "	27 08	36 58
4 "	30 78	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 75
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	7 50	7 50
Part casks	8 00	8 00

SPELTER.

Foreign, per 100 lb	6 25	6 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 00 49 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No 19, $2.80. All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$3.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.55; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 08
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90



Decide now! Procrastination is dangerous!!

Are you going to continue to handle an inferior line of Brooms and Brushes, which will inevitably give rise to complaints and dissatisfaction, or have you decided to stock only the quality goods of

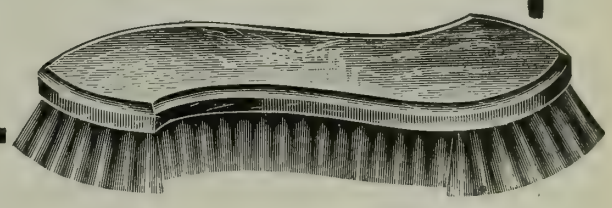
BOECKH'S?

These are the BROOMS and BRUSHES that ensure you repeat orders, because they are made by skilled workmen, in an up-to-date factory, and the materials are the best obtainable, and are selected with the greatest skill and care. Ask any DEALER who has "made good"—he will tell you what it means to him to handle Boeckh Goods.

The Boeckh Bros. Company, Ltd.

TORONTO, CAN.

Established 1856



This cut was reproduced from a photograph of a Bowser System installed for

Manville Hardware Co., Prince Albert, Sask.

Ask the Bowser users.



This system handles

Raw Linseed
Boiled Linseed
Turpentine
Gas Engine Oil
Cylinder Oil
Floor Oil
Machine No. 1
Machine No. 2
Coal Oil

with profit to the owner.

The Way to Get More Profit on Paint Oils.

Look at the **barrels, faucets, measures, funnels and floors** if you want to see where a goodly share of your oil profit goes to. You can save every cent of this loss by using a Bowser System. It measures the oil directly into the customer's can. **No Measures nor Funnels.**

You can buy one pump and tank or a dozen. Just suit your own needs. You can try out only one at first. The price is reasonable. They protect you from fire and save their cost. Ask for FREE book No. 1 N.

S. F. BOWSER & CO., LTD., 66-68 Fraser Ave., TORONTO

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U.S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 70	0 72
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil. " raw	1 00	1 02
" " boiled	1 03	1 05
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 25
Granitine floor finish		2 25
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 35

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	6 00	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B.B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	5 55

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts			3 30
3 "	"	"	4 00
4 "	"	"	5 28
5 "	"	"	7 26
6 "	"	"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 1-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths			2 90
10 "	"	"	3 15
12 "	"	"	3 68
15 "	"	"	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 80
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	13 00
Leather, 1-inch per doz	4 00
Leather, 1¼ " "	5 20
Web	3 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net			7 25
" " 5-in. "			7 00
" " 6-in., "			6 75
" " 8-in., "			6 50
" " 10-in. and larger			6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in per 100 lb. 4 00
over 12 in " " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.56; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
⅜ x 5 per gross 2
5-16 x 5 "
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

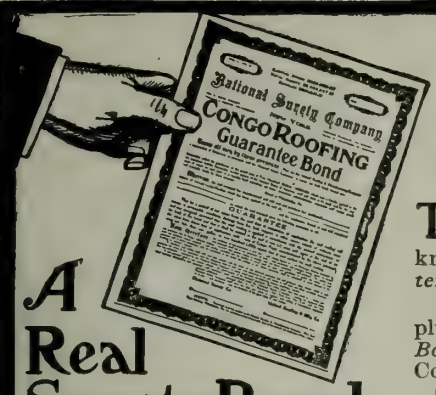
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.



A Real Surety Bond

CONGO ROOFING

THE owner of a building covered with Congo has the satisfaction of knowing that his roof is *guaranteed for ten years.*

In each roll of Congo 2 ply and 3 ply is a *genuine legally binding Surety Bond* issued by the National Surety Company of New York.

This year we will guarantee thousands of roofs to *last till 1921.*

Guaranteed Until 1921

Of course we are not going to lose—we are offering a sure thing. We know Congo will last *more* than ten years. One thing the guarantee forces upon us: it makes us extremely careful in manufacturing.

We provide, free of charge, *galvanized* iron caps which are rust proof and will last as long as the roofing.

Send for free copy of our Guarantee Bond, a sample of Congo Roofing and further information.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

The Roofing House of Canada!

2 & 3-ply
Ready Roofing
"Black Diamond" Tarred Felt
"Joliette" & "Cyclone"
Sheathing

"The House cool in Summer, and warm in Winter."

That's the line of talk that never fails to sell our Building Papers and Roofings.

They are guaranteed to be made of finest quality materials, to withstand all kinds of climates, and to be easily laid by any ordinary workman.

We also make all kinds of Wrapping Papers.

Alex. McArthur & Co.,
Limited,
82 McGill Street,
Montreal
Western Agent:
F. J. Cox,
Winnipeg

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY — TORONTO

THE LINE OF SUSTAINED PROFIT!

Quality Builds Reputation, and Quality Sustains it! For 85 years

HEINISCH

SOLD BY ALL JOBBERS

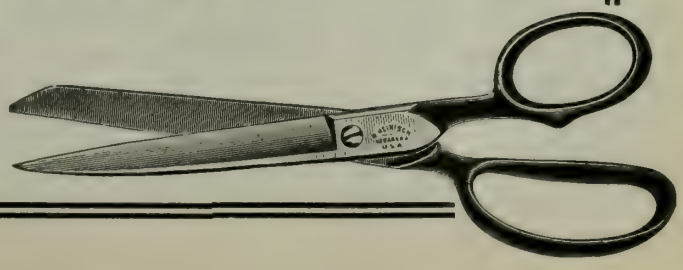
SHEARS

have set a standard of the highest quality; they are goods that are a pleasure and profit to handle.

No more complaints for the dealer who sells HEINISCH GOODS!

TAILORS' SHEARS, TRIMMERS, TINNER SNIPS, SCISSORS

R. HEINISCH'S SONS CO., Newark, N.J., U.S.A.



HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 85	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1¼—1¾ inch	2 70
2—2½ inch	2 60
2¼—2¾ inch	2 45
3—3½ inch	2 40
3½—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ¾ and upwards, 9c.; under ¾, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	" 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita....per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe....per gross		3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 364, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Cbokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Ramsay's Creosote Stain.



You should know something about these beautiful Shingle Stains. They are great for preserving shingles and are becoming more popular every day.

Formerly everybody was obliged to import all these goods. Now, we make them.

Ramsay's Shingle Stains

are unequalled by any imported goods, and there is no duty to pay.

You can get full price for them and make a good profit. They are put up in imperial measure cans and barrels.

Write for our card and prices and see what we can do for you.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

INGOT TIN

"STRAITS"

"WILLIAMS, HARVEY'S" "LAMB & FLAG"

You can get the lowest prices for the day from

"THE METALS HOUSE"

A. C. LESLIE & CO., Limited

MONTREAL

Is Your Store Dusty?

A gallon of

Stephens

DUSTLESS FLOOR OIL will make it clean and keep it clean.

It lays the dust permanently, making sweeping a pleasure, keeping your goods clean, and your customers pleased.

YOUR CUSTOMERS WILL APPRECIATE IT FOR THEIR OWN USE.

Schools, Hospitals and Hotels use barrels of it.

G. F. STEPHENS & CO.

Limited

WINNIPEG - - - CANADA

Branch at Calgary, Alta.

HARDWARE AND METAL

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Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

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Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph, O

Calipers
J. T. Slocomb Co., Providence, R.I.

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American Can Co. Montreal, Que.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

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Hamilton Brass Mfg. Co., Hamilton

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Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

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Union Metallic Cartridge Co., New York, U.S.A.

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National Cash Register Co., Toronto

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McKinnon Chain Co., St. Catharines
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B. & S. H. Thompson & Co., Montreal

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Buffalo Mfg. Co., Buffalo

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Hamilton Cotton Co., Hamilton,

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

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Booth-Coulter Copper and Brass Co., Toronto

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Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

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McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

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Hunt, Helm Ferris & Co., Harvard, Ill
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Leslie, A. C., & Co., Montreal.
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Nova Scotia Steel and Coal Co., New Glasgow, N.S.
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Tarbox Bros., Toronto

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White Mop Wringer Co., Fultonville, N.Y.

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Canadian Hart Wheels, Hamilton, Ont

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Queen City Oil Co., Toronto

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Sherwin-Williams Co., Montreal
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U.S, Steel Products Co., Montreal

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Steel Co. of Canada, Limited, Hamilton

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Trewhella Bros., Birmingham, Eng.

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Woodstock Wagon Co., Woodstock

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Lewis Bros. & Co. Montreal

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Canada Wire Goods Mfg. Co., Hamilton
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WANTED—Hardware clerk, four years' experience, good stock keeper. Permanent position for right man. Apply, stating salary, to J. H. Bell, Mattawa, Ont. (31)

WANTED—Hardware clerk, must have experience. State salary expected. Apply to John Dufty, Broadview, Sask. (30)

WANTED—Hardware traveller with experience. State age, experience, and salary wanted. Address P.O. Box 682, Montreal (31)

GOOD position for experienced hardwareman who could write advertisements and get up attractive circulars and booklets. State fully experience, age and salary expected. Will keep strictly confidential. Box H, Montreal Que. (tf)

JUNIOR HARDWARE CLERK WANTED by September 1st; bright young man with two or three years' retail hardware experience. Must be well recommended. Job permanent if you suit. PURVIS BROS., Ltd., Sudbury, Ontario. (31)

TINSMITH wanted, steady work for steady man. Cameron & Leacock, Smith's Falls, Ont. (31)

TINSMITH WANTED for Saskatchewan City. Must be capable to handle general work and install Sunshine Furnaces. Wages to competent party 42½c. per hour, ten hours per day. Apply immediately in writing, McCLARY MFG. CO., Winnipeg. (30)

WANTED—Man capable of doing plumbing and tinsmithing. Will pay $25 per week for good capable man. Write, giving full particulars, to H. W. STOREY, Camrose, Alta. (30)

WANTED—An English-speaking travelling representative with a connection in the Ottawa district, and also on the C.P.R. east of Port Arthur. Apply by letter to FROTHINGHAM & WORKMAN, Limited, Montreal. (30)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

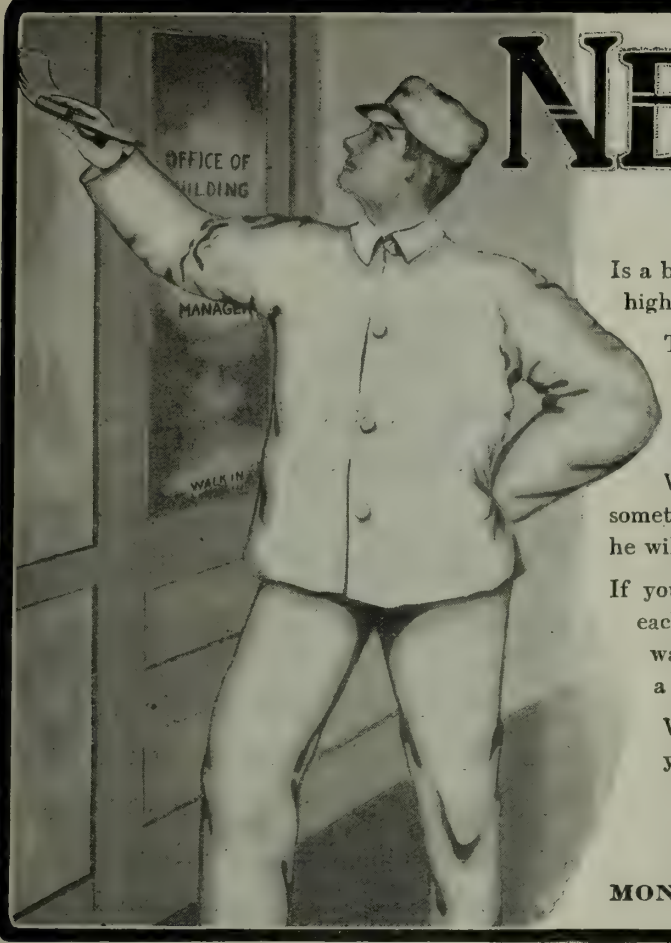
WANTED for Vancouver, B.C., hardwareman, must be experienced at accurately posting Canadian, American and European invoices and keeping up price book for retail and wholesale hardware house. Reply immediately, giving age, single or married, former experience, with whom, and salary expected, correspondence confidendial. Martin Finlayson & Mather Ltd., Vancouver, B.C. (31)

SITUATIONS VACANT

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto (24tf)

TRY A CONDENSED AD.

IN THIS PAPER.



NEU-TONE

An Artistic, Flat, Washable, Wall Finish.

Is a bonanza for the paint dealer; it opens an entirely new and highly profitable field for the paint store.

The out-of-date custom of finishing walls with Kalsomine or Wallpaper leaves little chance for profit to the dealer, in addition the non-permanent qualities of these finishes unjustly reflect discredit on the dealer who sells them.

When a man finishes his walls he expects them to last for sometime; naturally at the first appearance of spots or mars he will censure the dealer.

If you carry Neu-tone there will be satisfaction resulting from each sale when your customers see the ease with which their walls can be cleaned with soap and water. It's a big seller, and a sure repeater. The profits are steady.

We have a Neu-tone proposition open for you. Just advise us your name and address — we will tell you the rest.

The Martin-Senour Co., Limited

Pioneers of Pure Paint

MONTREAL CHICAGO

CHEAP VARNISHES DO NOT PAY

They are a continual source of trouble from the time they are applied. They only cover a small amount of surface and their span of life is very short.

Dougall Varnishes are different from the rest

Dougall Varnishes are wonderfully easy flowing, it is a pleasure to apply them. They cover a remarkable amount of surface and will last longer than any varnish made. They are far cheaper in the long run.

A Varnish for every purpose, and every one as near perfect as it is possible to make it.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL - - - CANADA

Associated with Murphy Varnish Co., U.S.A.



WE HAVE A LINE OF BATHROOM FITTINGS

that are unexcelled for quality and service.

TORONTO Gendron CANADA

Write for catalog and price list—they are free on request.

The Gendron Mfg. Co.
Limited
DUCHESS STREET
TORONTO, ONT.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Special Prices on Application

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England
Or--GEO. H. SAYWELL, SASKATOON

The Goodwill of the Women Folk

is one of your most valuable assets, and they will become the good friends of your store, if you recommend and sell

LACQUERET

The Brightener of the Home

Lacqueret acts like magic in beautifying and preserving old furniture, dingy wood-work and marred and dirt-stained floors. There is an urgent need for "Lacqueret" in every room of every home.

We have a booklet for distribution "The Dainty Decorator" which tells of the numerous uses to which "Lacqueret" can be put Have you a supply of "Dainty Decorators"? They are real business bringers.

Sold in full Imperial measure cans only.

INTERNATIONAL VARNISH CO. LIMITED

Canadian Factory of Standard Varnish Works

TORONTO WINNIPEG

F 83

Moore's Muresco



The steadily increasing demand for this favorite Wall Finish during the 18 years it has been on the Canadian market affords ample evidence of its reliability and quality.

During 1910, in Canada alone, the sales of "MURESCO" increased no less than 35%, but we are not content to stand still! Hundreds of dealers are now stocking and recommending "MURESCO," because of the subdued velvety appearance it produces, but hundreds more are not yet handling it! Are YOU one of these dealers?

MURESCO is a quality preparation right through. It will not peel, crack or rub off, is very economical in use, artistic in appearance, durable and sanitary.

A real good profit-producer for the retailer! Made in White, 16 Tints and 16 Colors.

Write for Color Card and Prices.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO



Other Leading Moore Products are
"IMPERVO" VARNISHES
MOORAMEL
TILE-LIKE
FLOOR PAINT
SANI-FLAT
MOORE'S HOUSE COLORS

30,000,000 Pounds Sold Annually

For a Quarter of a Century the Standard Wall Coating



Write Us for Our 1911 Selling Proposition

FOR SALE BY

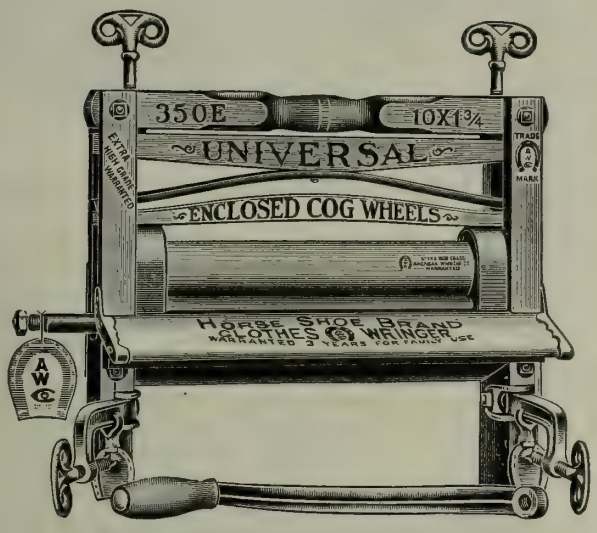
The Winnipeg Paint & Glass Co., Ltd.

Calgary Edmonton Winnipeg

Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 38IE	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

The American Wringer Co., New York

THE RIGHT LINE

TRADE MARK Registered



CAN it be that your next door neighbour is reaping a larger profit on his shovel sales? Can it be that you are buying wrong?

¶ Let us put you on to the "right line" at the "right price"—the "BARGAIN LINE."

¶ We manufacture every class of shovel, spade or scoop known to the trade, and have developed what we believe is a perfect Snow or General Purpose Shovel. Quality, stability, appearance—all are there.

¶ May we convince you?

The Lundy Shovel and Tool Company, Limited

General Offices and Factory, PETERBOROUGH, and at
MONTREAL WINNIPEG JOHANNESBURG, S.A.

Leeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE
From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

Roofers' Supplies

220 KING STREET WEST

TORONTO

AGENTS WANTED.



If you could come to our factory

and see the many hundred busy people put forth their best efforts in the production of Door Hangers, Mounted Grindstones, and live hardware specialties, you would understand why there is such a demand for **RICHARDS-WILCOX** products.

Every dealer should have our catalogues for handy reference

WRITE US TO-DAY

Richards-Wilcox

MANUFACTURING Co.
AURORA, ILL. U.S.A.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

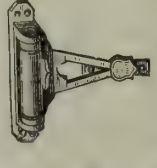
CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



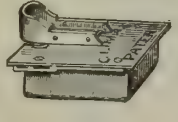
5753 IRON
3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS
3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

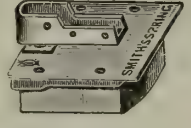


5355 IRON
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS
4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in. Shoe,
26/- each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

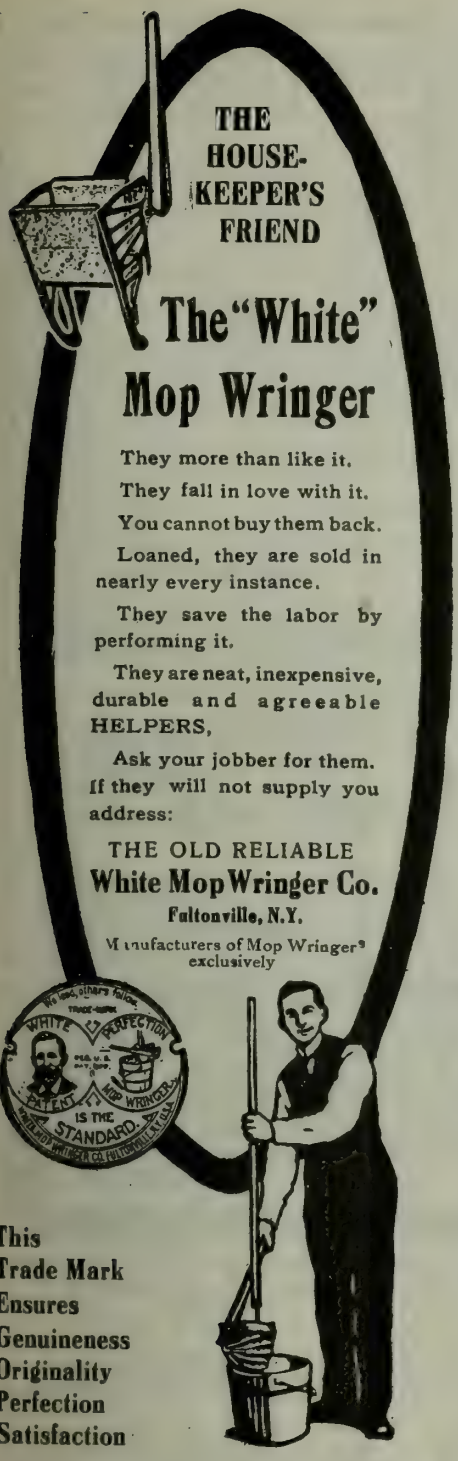
Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively

WHITE PERFECTION PATENT MOP WRINGERS IS THE STANDARD

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

---

JUST NOW

Prompt Shipments of Metal Ceiling, Sidings and Corrugated Sheets

are required by all contractors and builders.

Send your orders to us, we will get them to you without annoying delays and help you to make friends.

Winnipeg Ceiling & Roofing Co.

WINNIPEG, MAN.

SUPERIORITY!

NEW ERA PAINT

We have spared no expense in the manufacture of NEW ERA PAINT, which has resulted in a paint that will outlast, cover more surface, hold its color better, stand more extremes of the weather and give a more brilliant finish than any high-priced paint you can buy.

NEW ERA is a paint made especially to meet the requirements of the most critical user, and is sold at a price that is within estimates of every painter.

Write to-day for this guaranteed paint—it will pay you.

Standard Paint & Varnish Co., Limited

WINDSOR ONTARIO



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Carbon Black Elastic Paint

A SPECIAL ROOF PAINT

LEAK PROOF AND FIRE RETARDENT

Can be put on Felt, Tar-paper, Gunnysack, Shingles, Metal or any other material.
Will not Crack in Winter or Melt in Summer.
A most popular article that shows good profits to the merchant.
Write and we will send our traveller.
Stocks on hand at Calgary, Saskatoon, Edmonton, Vancouver and Toronto.

The Carbon Oil Works, Ltd.

HEAD OFFICE - WINNIPEG, CANADA

Manufacturers of C.O.W.L. BRAND Paints, Stains, "Waxoils," and other Oils-of-Tar Specialties,

WINNIPEG .:. .:. .:. CANADA



You CAN teach an old dog new tricks

as this little story shows.

A short time ago a man came to a certain dealer and asked for an Auger bit (naming a well-known make). The salesman asked him if he had ever tried a FORD, and explained its advantages over the bit he had called for. The man would not listen, saying he had used this same bit for years and wouldn't use any other.

The salesman sold him the Bit, then handed him a Ford and said, "Take this home and return the one you don't wish." The next day he returned the other bit, his old favorite, and kept the FORD.

What this proves

Here was an actual working test with odds against the FORD—heavy odds, too, as the workman was prejudiced against it. But the FORD won.

This is convincing proof that the FORD is the superior Bit. It proves conclusively that it needs only to be tried to be used in preference to any other.

It is one Bit you can recommend with confidence, and know it will make good every claim made for it.

If you have your customers interested at heart, try the above plan next time you have a call for an Auger Bit other than the FORD. FORD buyers are steady customers.

FORD AUGER BIT CO.
HOLYOKE, MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

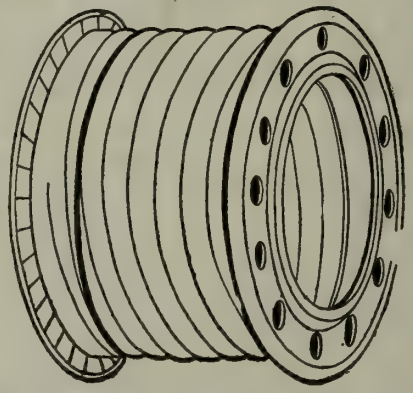
THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

ALL DESCRIPTIONS **BRASS RAILINGS** MADE TO ORDER

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED
Coppersmiths and Brass Founders, : : : : : : TORONTO, ONT.

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

O.K. THIMBLES



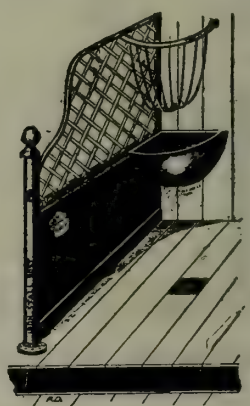
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

IRON STABLE FITTINGS



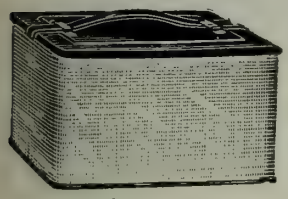
Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

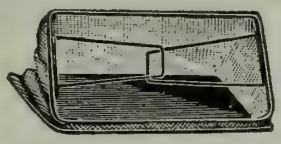
When writing advertisers kindly mention having seen the advertisement in this paper.

Ehle's Patent Lunch Box

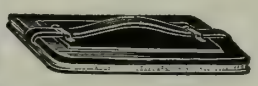
This is a cheap and convenient food carrier. The top and bottom are pressed out of sheet metal, and japanned. The sides are made of heavy waterproof canvas; and when folded the box is not more than a quarter of an inch in thickness.



READY FOR USE



FOLDING UP



FOLDED FOR POCKET.

Dimensions set up—
7½ x 4½ x 5 inches.
Parcelled 1 doz. in a bundle;
packed 1 gross in a case.
Shipping weight per gross, 80 lbs.

Prices on Application.

MANUFACTURD BY

E. T. WRIGHT & CO., Hamilton, Canada

(H. G. WRIGHT)

Winnipeg agents, Merrick-Anderson Co., Winnipeg, Man.; Vancouver agents, Macpherson & Teetzel, Vancouver, B.C.;
Toronto agent, F. B. Wilson, 33 Maitland St., Toronto, Ont. Winnipeg agents, W. Reynolds & Co., Winnipeg, Man

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

H. BOKER & CO.

ADJUSTABLE RAZOR GUARD



RETAILS AT 25c. EACH

Makes the ordinary Razor into a Safety Razor by sliding the guard on to the blade. It is finely finished and nickel-plated.

WRITE FOR OUR FREE BOOK:

"Some Pointers for Gentlemen Who Shave Themselves."

McGILL CUTLERY CO., Reg'd **P.O. Box 580, MONTREAL, P.Q**

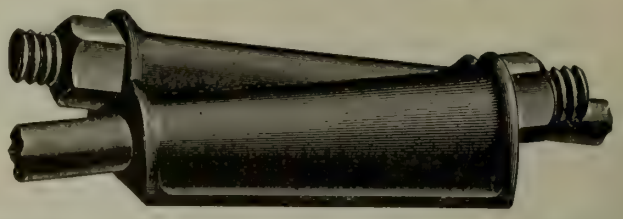
ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

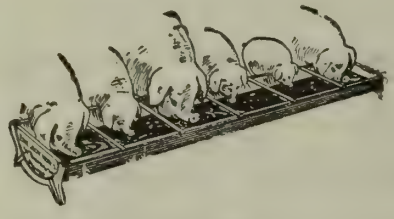
TANK LUGS



For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from ⅜ to 1½ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited, OTTERVILLE ONTARIO

Convenient—Profitable



HEAVY STEEL HOG TROUGH

This high-grade galvanized steel trough is made from selected metal, and is absolutely rivetless. It is unexcelled in quality and quick-selling ability by any other trough manufactured.

Write for full details and prices.

ERIE IRON WORKS, Ltd., ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

ANYONE CAN USE

THE "SPECIAL" SAW SET



MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

FULLY WARRANTED

THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS

SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

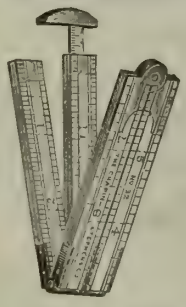
REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL





Manufacturers of Rules, Levels, Planes, Gauges, Hand Screws, Etc.



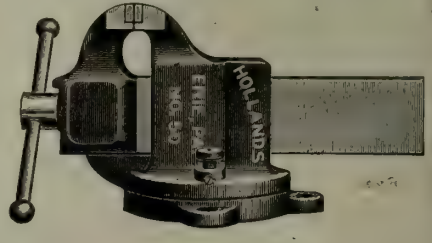
THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

HOLLANDS VISES

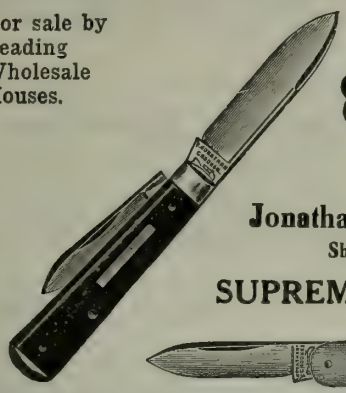
Have been satisfactory to the trade for a quarter of a century. They are unsurpassed for quality of design, finish and strength.

WRITE FOR CATALOGUE

HOLLANDS MFG. CO.
ERIE, PA.



For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



BRASS TUBING

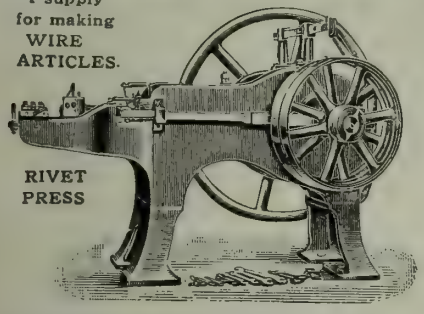
Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

THIS IS ONE of the many of Machines I supply for making WIRE ARTICLES.



MACHINERY DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.



RIVET PRESS

FOR Making

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats, Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, and Any other Article made from WIRE.

SEND FOR LISTS

ED. BRAND
Wire Machinery Specialist
472 Moss Lane East
Manchester, Eng.
Cable Address: "Filieres, Manchester."
Code used: A.B.C., 5th ed.

Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
RIVETS, BURRS, WASHERS

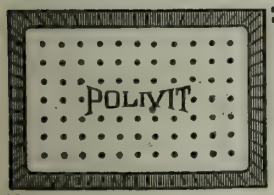
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THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

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LIMITED
Winnipeg, Manitoba



Retails at 40 cents

A Revolution in SILVER AND ELECTRO PLATE Cleaning and Polishing

POLIVIT PATENT CLEANER

Does all the work in ONE MINUTE and requires NO LABOR—NO POWDER—NO BRUSH—QUICK, SIMPLE, AND EFFICIENT. ABSOLUTELY HARMLESS

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Every POLIVIT sold will sell a dozen others and create an enormous demand. All the large English hotels now using it. Be sure and stock POLIVIT.

Write for Pamphlet and Prices

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Royal Polishes

act like magic, with very little muscular effort, in cleaning all kinds of metal; produce a brilliant, lasting shine that comes quickly and goes slowly.

A line that will find a ready sale and give you a good profit.

Ask your Jobber or Write Us

Royal Polishes Company
MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
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Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies. Machinery and Specialties.
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ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.

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SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

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Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

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Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

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GALVO FILTER & STERILIZER

Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
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FILTERS

"ANTI-SPLASH" FILTERS Plain or Screw Faucets 25c Write for discts.
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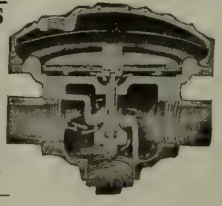
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Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

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WRITE FOR NEW PRICES ON GAS CONTROLLERS
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Our Surprise Horse and Cattle Halter Pokes are the best.

Manufactured by

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Perth, Ont.

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PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
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The world's largest manufacturers of
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62 years' reputation behind every package.
See our quarter-page advertisement appearing every alternate issue of "Hardware & Metal."
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A want ad. in Hardware and Metal will bring replies from all parts of Canada.

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CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

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Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

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Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Castings of all Kinds.

Write us for our list of Plow Castings.

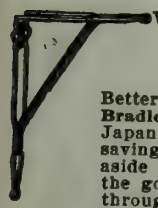
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The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the Bradley Steel Bracket. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

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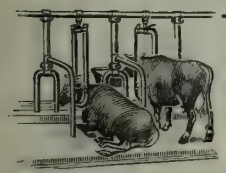
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"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue. Manufactured by

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O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

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TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS.



They are simple, powerful, reliable, expeditious. A necessary tool for every farmer.

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TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.

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106 N. Francisco Ave.
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Right Hand

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Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

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Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc,

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OWEN SOUND :: ONTARIO

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

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OF DURABILITY
are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.
No. 10 Combination Brush

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS. - Toronto, Ontario

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

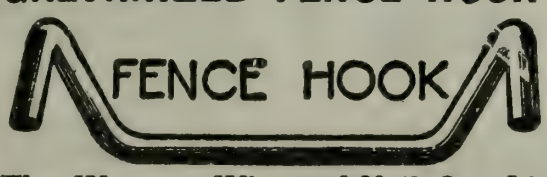
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



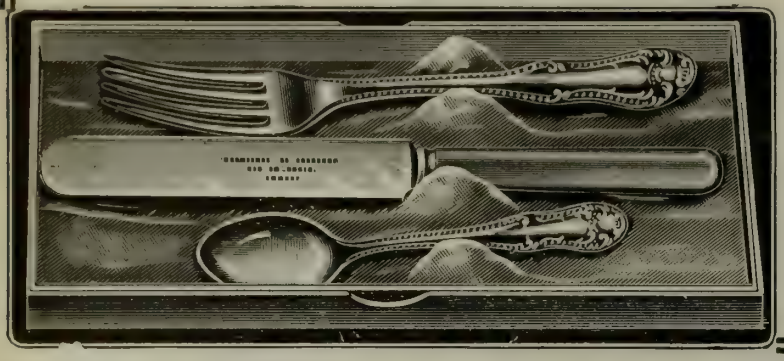
WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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Two Cents per Word

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

Can You Beat This for Beauty and Quality?



These three pieces, in a neat satin-lined box, are the very things you should buy, for they are rapid sellers.

This High-grade Ware is heavily plated with pure silver and is very artistic and durable. It is the best on the market for children and will withstand all kinds of usage.

Send for Catalogue. You will never regret it

The McGlashan, Clarke Co., Ltd.

NIAGARA FALLS, CANADA

AGENTS: J. Mackay Rose, 88 McGill St., Montreal: N. F. Gundy, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.

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THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests. As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.



David Maxwell & Sons, St. Mary's, Ont.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give heir customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write



THE R. McDOUGALL CO., Limited

GALT, CANADA



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited

AYLMER, :: ONTARIO

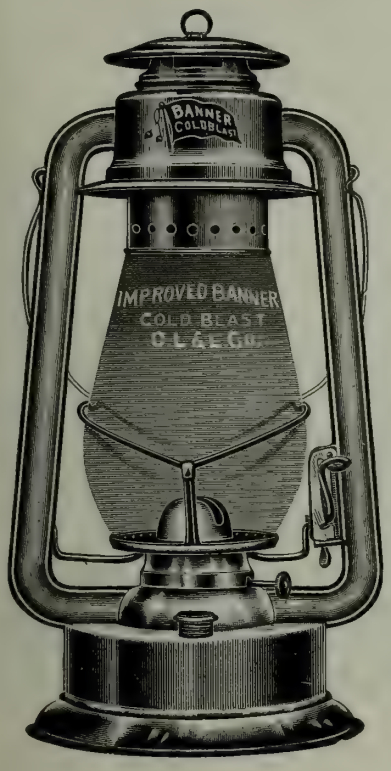
WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited

WINNIPEG AND CALGARY

BANNER COLD BLAST LANTERN

NOTE THE POINTS



YOU GET VALUE IN
WORKMANSHIP
MATERIAL
AND
DESIGN

THAT MEANS
SATISFIED
CUSTOMERS

ASK YOUR JOBBER HE HAS THEM

Ontario Lantern & Lamp Co., Limited
HAMILTON, - - - ONTARIO

BOOST THE SALES

A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

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Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

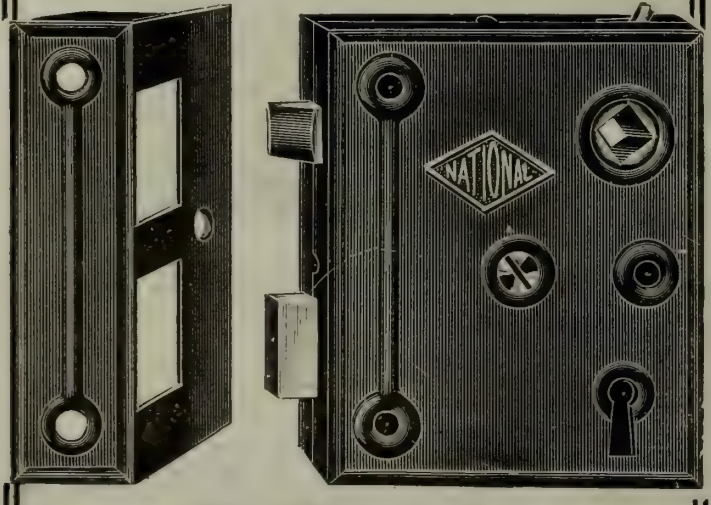
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"The Builder's Choice"

NATIONAL STEEL RIM LOCKS

are extremely popular where simplicity, safety and strength are required. It is a quick seller and a fair introduction to your customers is sure to increase your lock trade.



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NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

Good Sales---Good Profits

That's why you should specify our

Up-to-date

Restaurant Urns

Wherever they are used they meet the complete approval of the chef.

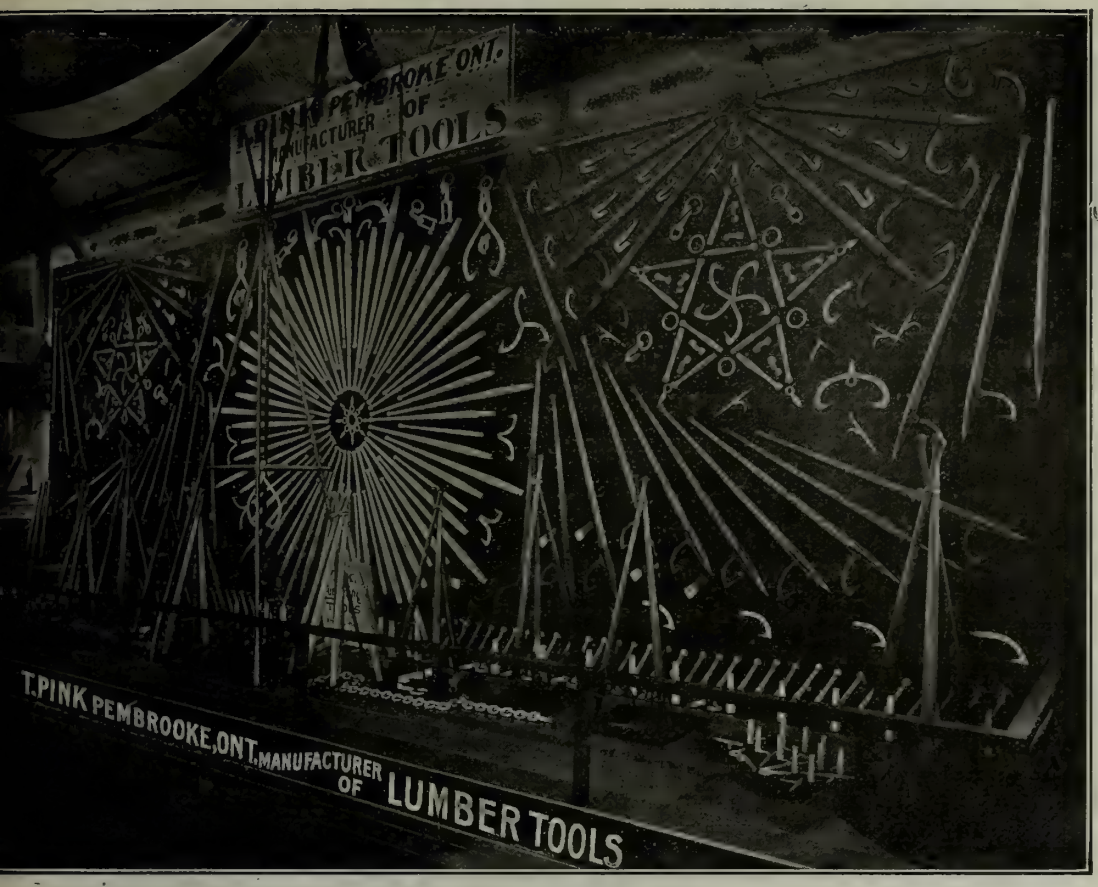
High Class Restaurants, Hotels and Cafes are constantly on the lookout for articles that will make their places more attractive--Our Urns are artistically designed and guaranteed to give complete satisfaction in this as in all other features.

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THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co.,
28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

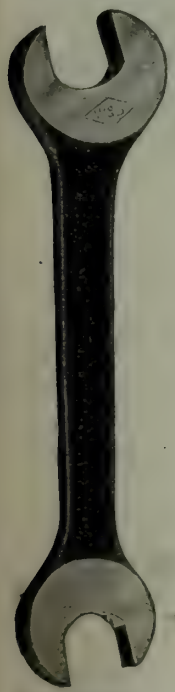
We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

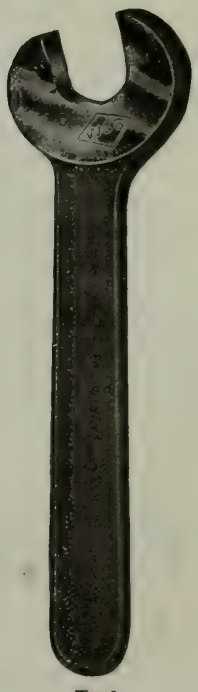
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WE MANUFACTURE the largest and most complete line in Canada and make quick shipments.

Every "W.&B." Drop Forged Wrench is made from carefully selected steel, carefully forged and accurately milled, and is fully warranted.

Send us your orders or write us for prices.



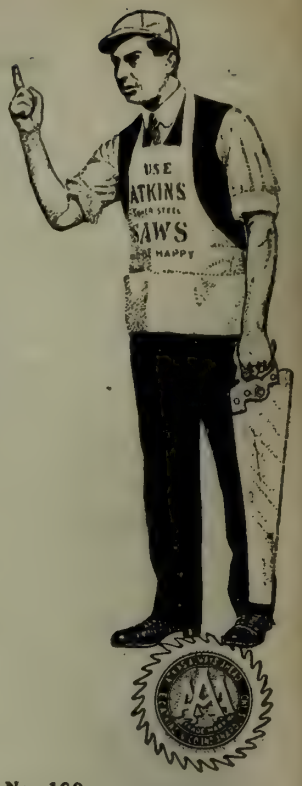
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The Whitman & Barnes Mfg. Co.

ST. CATHARINES, : : ONTARIO

Trade W B Mark

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Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

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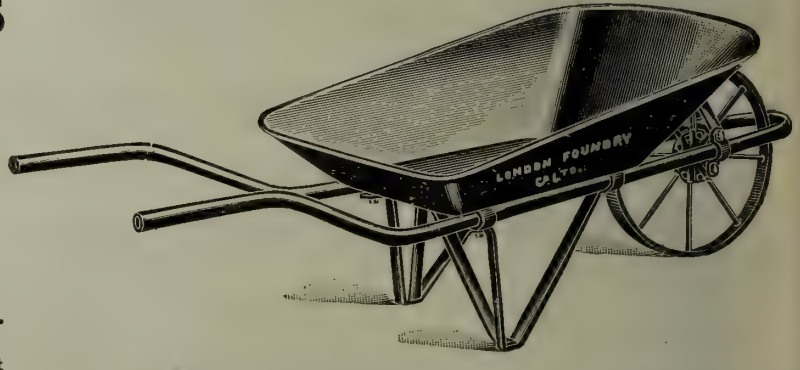
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WHEELBARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



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THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

Have the Agency in Your Town for the **Simonds** "Crescent Ground" **Cross-Cut Saws**

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

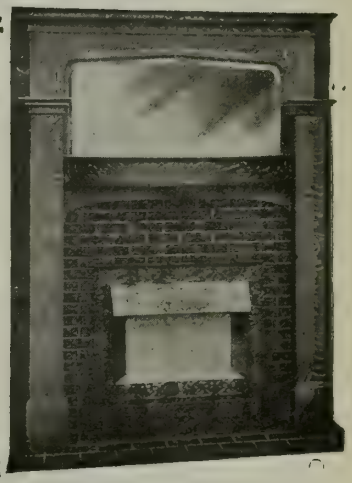
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

Business Getters for Tinsmiths

Are there any defective chimneys in your locality? Then it is your chance to get business.

THE ZEPHYR VENTILATOR

saves the expense of building a high chimney. It is so constructed as to guarantee a perfect draft and, therefore, easy combustion. By using the Zephyr, it is possible to burn soft coal with best results. The smoke is easily drawn off, enabling an even heat to be generated.

The ZEPHYR is strongly put up and will resist any storm.



Ottawa, June 4th, 1903

Messrs. J W. Harris Mfg. Co., Ltd.,
Montreal.

Dear Sirs:—

Replying to your favor of May 30th, would say that the "Zephyr" Ventilator is giving good satisfaction.

Yours respectfully,
J. E. HAWKINS.

WE MANUFACTURE AND GUARANTEE

The Harris Filter **The Zephyr Ventilator**
The Aeolian Ventilator **Expansion Conduotor Pipe**

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



Increased Sales of "Ross" Rifles Will Follow the Wonderful Successes of Canadian Marksmen at Bisley

(*Canadian Associated Press*)

Bisley, Eng., July 22.—The greatest feat ever performed in the history of rifle shooting at Wimbledon, or Bisley, was that performed by Private Clifford, of the 10th Royal Grenadiers, Toronto, this afternoon. On Wednesday last the Canadian marksman won the second most valuable prize of the meeting, the Prince of Wales £100. To-day he added to it the blue ribbon of the meeting, the King's Prize of £250. Never before have these two rich prizes fallen to the same man.

The Bronze Medal awarded the leader at the end of the first stage was won this year by Corporal Trainor, of Toronto. Both marksmen used the Ross Rifle.

Dealers everywhere will see the wisdom of being prepared for increased and increasing sales.

THE ROSS RIFLE CO., Quebec, P.Q.



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

KITCHEN SET.

Shows value three times its cost.

AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865

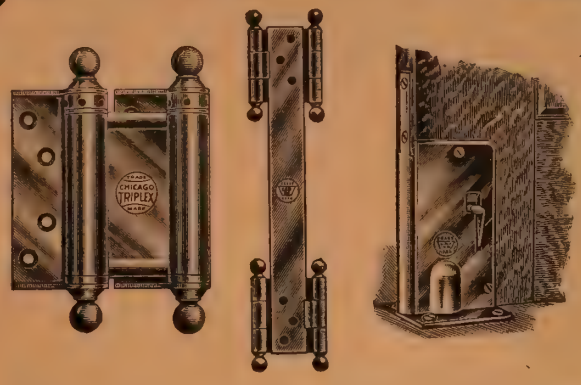
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PORTLAND
CANADA
CEMENT
MONTREAL

Uniformity of Quality
Prompt Delivery
Adaptability
Standard Weight

Points to remember in connection with CANADA CEMENT when making specifications.

Canada Cement Co.
Limited
MONTREAL TORONTO WINNIPEG CALGARY

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

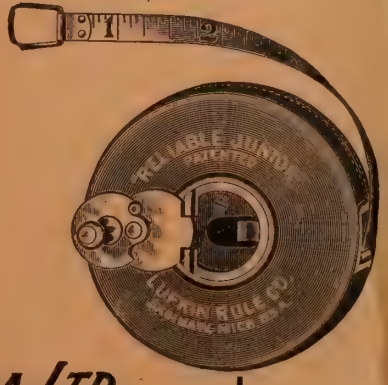
Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M 26



"New Designs"
Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"
See Our 1911 Supplement
CANADA

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

Best English Make

5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

The Big Selling Tool Grinder for Farm and Shop

No price-cutting competition on this patented grinder. The retail price is established and maintained. Equipped with genuine Carborundum wheels and pays for itself by saving time and tools, and makes all work easier. Liberal profits, big seller to farmers, shops, mechanics, carpenters, contractors, etc.



Farm Special Outfit

LUTHER TOOL GRINDERS



Mechanics' Special Outfit for Carpenters, Mechanics, Contractors, Etc.

25 times faster than Grindstones
6 times faster than Emery Wheels

No need of cooling with water, no danger of drawing temper from tools. Built like a high-grade lathe, hand and foot power.

35 Styles, with Attachments

A style for every use—special attachments enable inexperienced persons to sharpen chisels, twist drills, discs, saws, etc.

Our special sales method gets quick action for the dealer—quick sales and liberal profits. Write for full information to-day.

LUTHER GRINDER MFG. CO.

1196 Madison St., Milwaukee, Wis.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 434 Royal Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XX II. PUBLICATION OFFICE: TORONTO, AUGUST 5, 1911 NO. 31

POCKET KNIVES

H. BOKER & Cos

IMPROVED

TREE BRAND

TRADE MARK

RAZORS CUTLERY SCISSORS

For Sale by Leading Wholesale Hardware Houses

Do You Get

"Queen's Head" Galvanized Iron

CANADA

Or one of the so-called "Just as Good" brands?

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

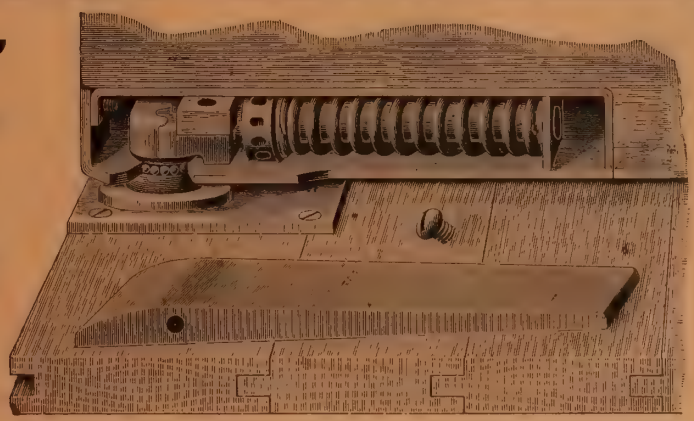
A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

"TAYLOR-FORBES"

WROUGHT STEEL - BALL BEARING

Chief Spring
FLOOR HINGE

is built for service and contains the finest obtainable material, assuring long life and hinge efficiency.





They can easily be installed without cutting mortise in floor and are so constructed that water cannot get into working parts and cause corrosion. The tension of the spring can be handily adjusted at any time.

First piece of lower cut is pivot for upper jamb.

Second piece is socket for top of door.

Third piece is hinge for door

Write for prices and full particulars.

Taylor-Forbes Co., Ltd.

Guelph, - Ontario

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B C; H. F. Moulden & Son—Travellers' Building, Winnipeg. Canadian United Mfrs. Agency, London, Eng.



You Meet No Unfair Competition In Selling GILLETTE Safety Razors

No doubt you have felt the pressure of the cut prices which the big catalogue houses make a practice of offering on nearly all the lines in your store. Possibly to this has been added the galling competition of a price-cutter in your own town.

But you never had a customer complain that the price you asked for the GILLETTE was higher than they could get it for somewhere else.

GILLETTE PRICES ARE PROTECTED, and always have been. No competitor in your own town, and no catalogue house in the world, dare undersell you. When you spend time and salesmanship convincing a man that he needs a GILLETTE you are not simply working up a sale for your price-cutting competitor—you get the sale and the profit yourself.

Because the GILLETTE is the best razor made—because it is advertised most vigorously and most persistently—because GILLETTE profits are substantial and sure — because the trade in GILLETTE blades amounts to a tidy annuity and keeps you in touch with customers—your trade in GILLETTES has a value and a permanency which does not attach to other specialties.

Are you going after this trade in earnest, and making the best use of the trade helps which we send you?

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory - - 63 St. Alexander Street, Montreal

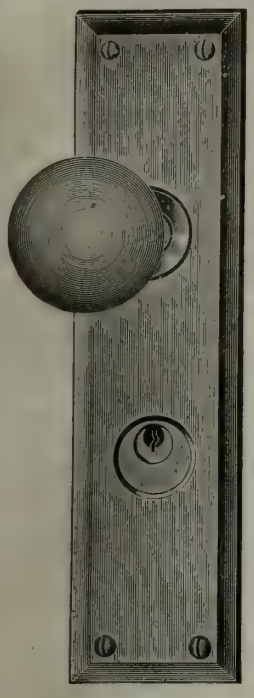
Offices also in NEW YORK, CHICAGO, LONDON, ENG., and SHANGHAI, CHINA

Factories in Montreal, Boston, Leicester, Berlin and Paris

TRADE Gillette MARK

KNOWN THE WORLD OVER

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

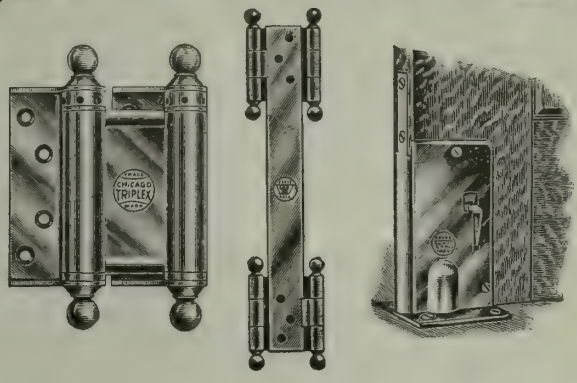
line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M 26



Are You Ready to Deliver

LIGHTNING AND BLIZZARD FREEZERS?

There will be a greater demand than ever this season, for we are advertising them more extensively to both dealer and consumer than ever before in the history of the business.

Dealers and Householders have learned

that the Lightning and Blizzard Freezers make the finest cream with the least outlay in time, effort and material of any Freezer made and will stand good hard use season after season.



Better write Your jobber at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

Talk the IDEAL to your Customers

Drive in the fact that there is no greater Household Labor-Saver than a Good Water Motor Washing Machine, and that there is No Water Motor Washing Machine equal to the **IDEAL.**



The Evidence of

QUALITY

in its make-up, in the way it is put together, in Materials, Finish and the Simplicity of its action, backed by the well-known Trade Mark, are all effective salesmen. It has a "Warp Proof" tub ring inside and a double thick "screwed together" cover. Two of the many points of Superiority of this Machine.

The dealer who has one on display gains a Satisfied Customer.

PERFECTLY SIMPLE AND SIMPLY PERFECT

Agents:
W. L. Haldimand & Son, Montreal.
H F. Moulden & Son, Winnipeg.

CUMMER-DOWSWELL, Limited, Makers, **HAMILTON, ONT.**

The S. M. P. LITHOGRAPHED STOVE BOARDS

Wood or Paper Lined



Assorted Colors

MANUFACTURED IN ALL STANDARD SIZES
PRICES ON APPLICATION

THE SHEET METAL PRODUCTS COMPANY

OF CANADA — Montreal
Successors to KEMP MANUFACTURING COMPANY — TORONTO
LIMITED — Winnipeg

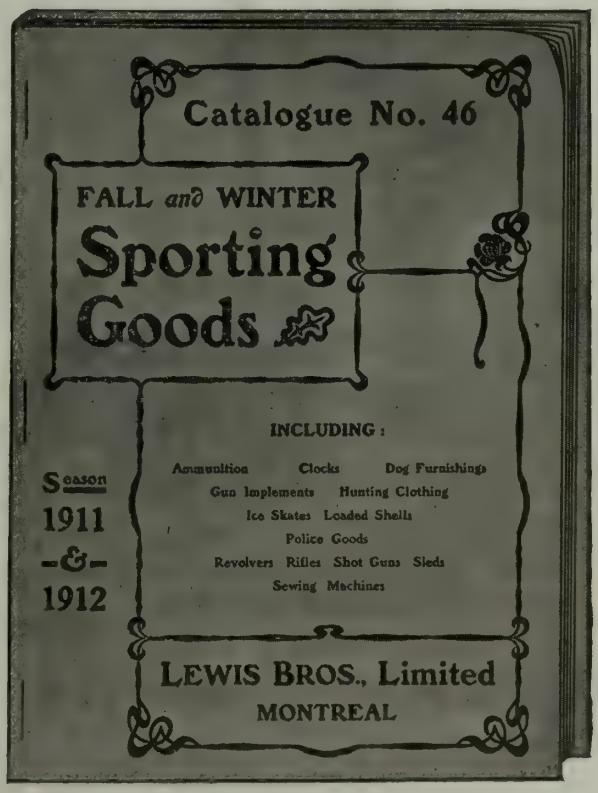
OUR LATEST MOVE

To maintain our position in the front ranks of this progressive age, we are ever strengthening and enlarging our lines and placing these before the trade in nicely illustrated and well gotten up catalogs, so that the dealer may keep his stock up-to-date and supply his trade with the newest and best things on the market.

OUR CATALOGUE No. 46
OF
FALL AND WINTER SPORTING GOODS
HAS JUST BEEN ISSUED

Besides the Lines Enumerated on the Cover It Contains

Boxing Gloves
Striking Bags
Foot Balls
Basket Balls
Indian Clubs
Dumb Bells
Hunters' Axes
Compasses
Harmonicas



Snow Shoes
Hockey Sticks
Cork Screws
Oil Heaters
Ash Sifters
Ash Cans
Shaving Brushes
Razor Strops
Hunting Knives

Our Lines Are Very Complete and Should Prove Most Interesting

We believe it is to the interest of every Hardware Dealer in Canada to possess a copy of this Catalogue and

WE WILL MAIL YOU ONE
UPON REQUEST.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

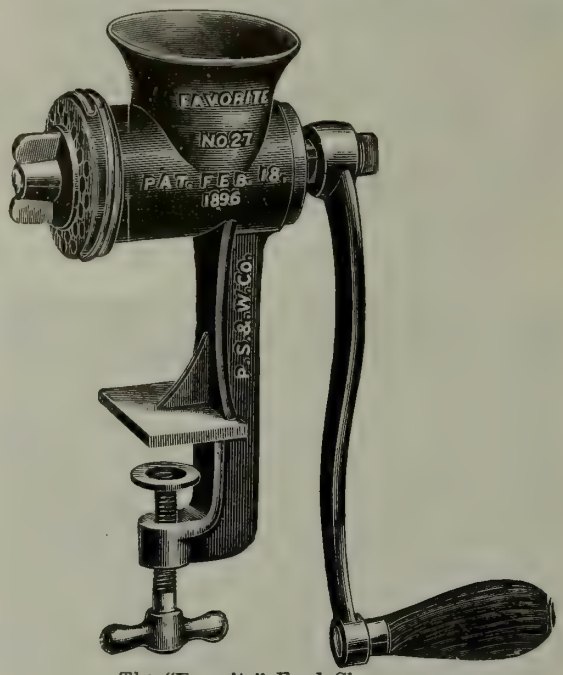
FOOD CHOPPERS

ARE SURE SELLERS

THEY HAVE A READY SALE AND INSURE GOOD PROFIT

"Universal" - "FAVORITE" - "Steinfeld"

"Merchants"
The "FAVORITE" Choppers are the Best on the market and can be sold at a Good Profit.



The "Favorite" Food Chopper.

If you have never stocked the "FAVORITE," place a sample order with us now.



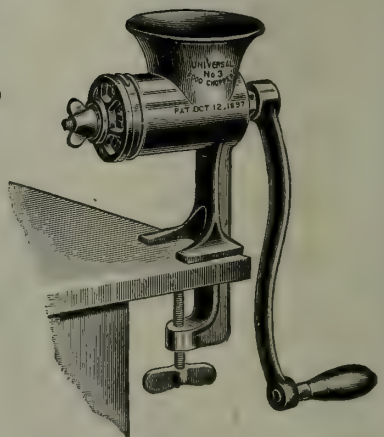
The "Steinfeld" Food Chopper.

Universal Choppers

The "Universal" Food Choppers are known throughout the trade as good sellers. All sizes carried in stock.

Steinfeld Choppers

The "Steinfeld" is easy to operate, easy to clean and is absolutely sanitary. No knives to sharpen.



The "Universal" Food Chopper.

We Ship Promptly **Get Our Prices Before Placing Your Orders** **We Ship Promptly**

FROTHINGHAM & WORKMAN,

WHOLESALE HARDWARE and IRON MERCHANTS Limited

Montreal, - - - - - Canada

 Cammell, Laird & Co.'s 

H.R.D. High Speed Steel

Fast Cutting

Best for Hardness and Toughness. For Finishing Tools, cannot be equalled. Such materials as Phosphor Bronze, Hard Rubber and Brass can be handled successfully with this steel when other steels fail 

"Cyclone" High Speed Steel

For Turning, Boring, Planing, Slotting and other Machine Tools, where Toughness, Strength, High-Speed and Fast Cutting are required

Carbon Tool and Mining Steel

For every purpose

WHOLESALE DISTRIBUTORS

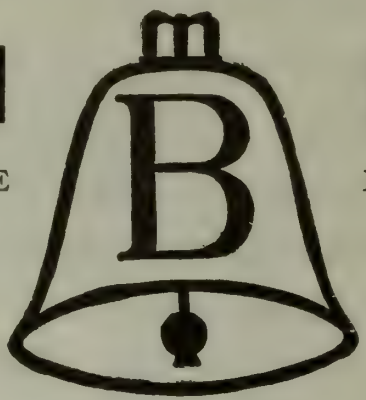
Caverhill Learmont & Co

MONTREAL and WINNIPEG

The

Steel Company of Canada

Limited

Bell Brand TRADE  MARK **Horseshoes**

REGISTERED

Accurate Crease, Exact Punching, Correct and Uniform Shape.

Horse Nails **Wire Nails**

Bar Iron **Bar Steel**

Bolts and Nuts, Screws, Tacks, Bright Wire Goods, Wrought Pipe, Iron and Steel Wire, Field Fencing.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



HOW ABOUT YOUR STOCK OF GUNS?

The shooting season will soon be here and the dealer who handles a dependable line of guns and rifles will reap the benefit in more ways than one, because the man who buys a straight-shooting hard-hitting gun is coming back to tell you of the sucessful hunting trip.

That means an opportunity to sell more goods and you'll find it profitable to order your supplies from us.

Let us have your order early.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

CSGCo. CRESCENT BRAND

BUTTS AND HINGES

Our Brand guarantees the quality and your protection.

The demand is such that we are constantly asked

How many can you deliver us?

Do you not sell them?

Perhaps that is what is wrong with your hinge trade.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Educate the Public to Better Sanitary Arrangements

by showing them a full line of

GARBAGE CANS

WITH GALVANIZED STEEL BODIES AND SEAMLESS COVERS

Designed and Constructed to Give the Greatest Amount of Strength at Points of Greatest Strain



2 sizes, with Wood Side Protectors

Nos.	400	500
Dimensions inches	17 x 25½	18 x 36

3 Sizes, without Wood Side Protectors

Nos.	30	40	50
Inches	14 x 21	17 x 25½	18 x 36

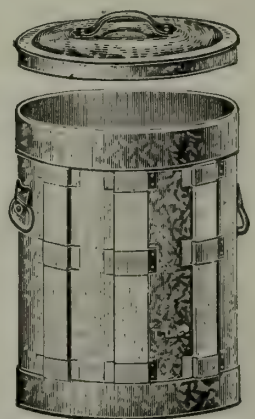


THE "ARROW" CAN

Two Sizes

No.	1	2
Inches	15 x 24	17 x 24

With or without covers



THE "REGULATION"

One Size Only

No. 4, inches 14½ x 20¾

With six wood side protectors



Three Size

No	1	2	3
Inches	12½ x 13¼	14 x 15	15 x 17

Supplied with bail and back handles

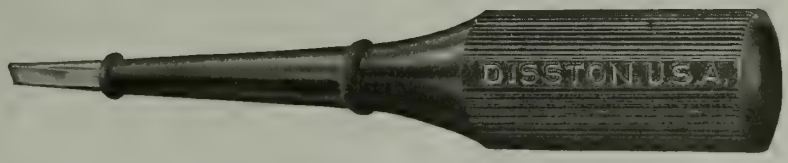
These cans are heavily galvanized inside and out after parts are assembled and made up. This is a very important feature as it prevents rust and corrosion from eating out the bottoms.

FULL DESCRIPTIVE CIRCULAR AND PRICES FURNISHED ON APPLICATION

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL AND WINNIPEG

DISSTON



INSULATE SCREW DRIVER

This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, PA.

Canadian Works—Fraser Avenue, Toronto, Ont.

H&R ARMS CO

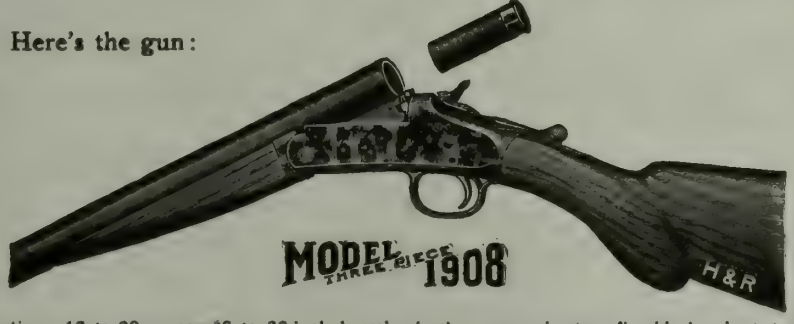
¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

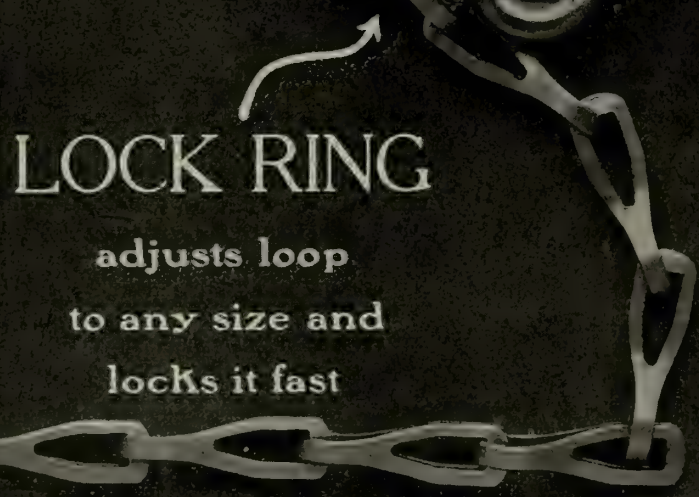
Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

ONEIDA

DOG & HALTER CHAIN

AMERICAN PATTERN
FLAT LINK



LOCK RING

adjusts loop
to any size and
locks it fast

DEALER'S PROFIT

on Oneida Halter Chains
is unusually generous.

INSIST UPON
GETTING THEM.

ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

The Canada Glue Co., Limited

OF

Brantford, Toronto, Montreal and Vancouver

The Largest Makers of

Glue and Gelatine

under the British Flag

Can Supply any Quality in any Quantity.

LEAD
SASH
WEIGHTS

SHEET
LEAD

PIG
LEAD



OUR NEW FACTORY

WIRE
SOLDER

BAR
SOLDER

BABBITT
METALS

INGOT
COPPER

TIN, ETC.

Equipped with the most Modern Machinery. Utmost Care in the Selection of Raw Material combined with Many Years' Experience

Makes it no idle boast that we have reached

The Highest Standard of Manufacturing Efficiency.

Hardwaremen know we manufacture GOOD GOODS. *WRITE FOR PRICES.*

THE CANADA METAL CO., LIMITED, Fraser Avenue, TORONTO

SNOW SHOVELS

HARDWAREMEN—You naturally want the best and most profitable line—We manufacture it—EUREKA lines represent everything from the smallest child's shovel to the large heavy lumberman's shovels.

TAKE NOTE OF IT NOW—When ordering insist that your Jobber supply you the EUREKA lines—They will make you the most money—For QUALITY and FINISH they LEAD—Their cost is not any higher than other lines. If your wholesaler hasn't them write us for Catalogs and Prices.

Schuchardt & Schutte, 307 Coristine Bldg., Montreal



GROW, DEALERS! SPREAD OUT!

Put yourself in a position to take any kind of a roofing contract. With

"CROWN" PATENT STEEL SHINGLES

you have a better proposition than the slater can possibly offer. Get some (or all) of that business you've had to lose to him for so long. Get started to-day—right now, by writing for our catalogue and price lists. At the same time we'll send you our samples, charges prepaid. Write at once to

McFARLANE & DOUGLAS, Limited, *250-260 Slater Street,* ***Ottawa, Ont.***

GREENING'S Wire Rope

Are you selling nearly all the wire rope possible in your locality?

Are you aware of the scores of uses for wire rope? Wire ropes are used on derricks, cranes, hay loaders, hoists of all kinds, on all sorts of boats, for stay wire cables, power transmission, etc.

This is a profitable line that it will pay you to push.

SEE OUR CATALOG

The B. Greening Wire Co.

LIMITED

HAMILTON **MONTREAL**



This Is BAD Advertising!

YET thousands of merchants are doing this very thing every day. Not by sticking signs in the window—but by their methods, by their neglect to adopt modern store system. Actions speak louder than words, remember. You don't have to tell people how you do business. You are showing them, every day.

Is this the kind of advertising YOUR store is getting? This is a very serious question that every merchant should carefully consider.

If unsatisfactory conditions exist in your store lose no time in remedying them. Prevent mistakes, avoid disputes, stop all losses and insure absolute accuracy in all money dealings—as a million other successful merchants have done—by getting a National Cash Register. Then "put a receipt in every parcel."

You cannot succeed without a good system—and the better your system the better you will succeed. No store system ever invented has done so much for so many merchants at so little cost, as the National Cash Register.

Customers like to deal in stores that have a National Cash Register. They know it guarantees absolute accuracy, promotes efficiency, and stands for up-to-date methods and good management. And they realize that good management means better values.

There's a National Cash Register built for you, and the money it will save you will pay for it.

WRITE FOR FURTHER INFORMATION TO

NATIONAL CASH REGISTER CO.

Head Office and Factory, for Canada, at Toronto

F. E. MUTTON, Manager in Canada

The Demand for Bissell's "Cyco" Ball Bearing Sweeper Constantly Increasing

¶ Just as a proof of the growing popularity of the Bissell Sweeper, and that no other cleaning device can displace it, our sales for the first six months of 1911 are the largest of any corresponding period in our history.

¶ The Bissell sweeper fills a distinct want in every home, and its durability, efficiency and economy appeal to the buying public generally.

¶ *Write for our Fall Fair Offer, in force August 15th.*

Bissell Carpet Sweeper Co.

Grand Rapids, Mich.

(Largest and only exclusive manufacturers of carpet sweepers in the world.)

Branches:
NEW YORK, NIAGARA FALLS, ONT.,
LONDON, PARIS.

GRISWOLD

ALUMINUM COOKING UTENSILS

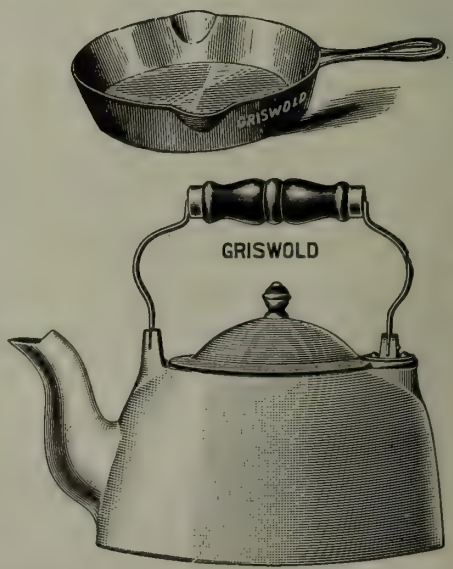
Highly sanitary;
will not rust or corrode.

WE REACHED THE FORE BY BEING THE FIRST TO USE ALUMINUM FOR COOKING UTENSILS, and we keep ahead by making them better than any of our competitors.

All our goods are carefully designed, carefully made and carefully finished. OUR PRODUCTS INCLUDE

FOOD CHOPPERS in many sizes. **WAFFLE IRONS.**
GAS STOVES and **RANGES** of Various Kinds.

SEND FOR CATALOG OF SALEABLE SPECIALTIES



The Griswold Mfg. Co.

ERIE :: PA.

Why Xcell Batteries?

Because

They are the **Best in the World.**

Battery users judge now other dry cells by the **Standard** set by

XCELLS.

We offer the Hardware Dealer . . . . . **PROFITS**
for we save him money in the beginning AND in the end

We guarantee the Hardware Dealer . . . . **PROFITS**
for once his customers use XCELLS they afterwards insist upon Xcells.

NINE LIVES GOODS

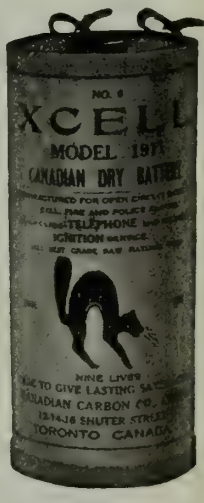


Electric



Flashlight





Patent Applied For.
Registered.

THE GREATEST MONEY-MAKERS FOR EVERY HARDWARE MAN.

Guaranteed on the shelf AND in service.
You cannot get better batteries.
You cannot get fairer treatment.
You cannot get quicker service.
You cannot get lower prices.

TWO LARGE FACTORIES IN CANADA

to fill the demand. Fresh Cells, each with **NINE LIVES,** in any quantity from either factory.

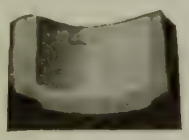
CANADIAN CARBON COMPANY, LIMITED

FACTORIES { TORONTO: 12-14-16 Shuter St.
WINNIPEG: Irish and Bury Ave.

Order from your jobber. If not obtainable write nearest factory.



MAGNOLIA METAL - vs - "GENUINE" BABBITT

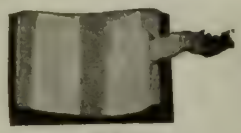


MAGNOLIA TEST BLOCK:

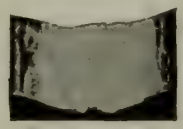
Ran 80 minutes under pressures varying from 1000 to 2000 lbs. per square inch, 1600 revolutions per minute; in perfect condition at end of test with smooth highly polished surface.

"GENUINE" BABBITT TEST BLOCKS:

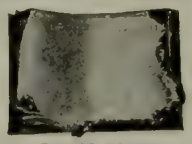
The best grades of "Genuine" Babbitt were selected for these tests.



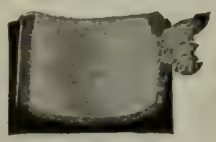
Ran 15 minutes, 1,000 lbs. square inch



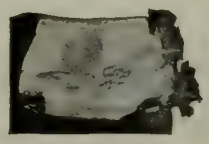
Ran 30 minutes, 500 lbs. square inch



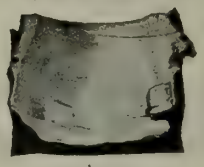
Ran 15 minutes, 1,000 lbs. square inch



Ran 5 minutes, 1,000 lbs. square inch



Ran 10 minutes, 1,400 lbs. Square inch



Ran 10 minutes, 1,200 lbs. square inch

We tested six other "Genuines" which were all similar to above.

Special Offer

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2,000 subjects. We do not aim to make a profit on this book as it is an advertisement, therefore offer it at the very low price of 40c. postpaid. Many Engineers pronounce it invaluable. Address Montreal Office.

Showing the Superiority of Magnolia over "Genuine"

The tests shown hereon domonstrate our claim that a tin base metal is highly susceptible to friction heat and therefore liable to squash, and that it is almost impossible to raise the temperature of a Magnolia-lined bearing to a destructive point; hence the secret of its wonderful success.

Some day we will show you where a Magnolia-lined bearing is running in shafting and **has been running for six years without one drop of lubrication.**

These tests were made by Dr. Torrey, who was then Chief Assayer of the U.S. Mint, New York.

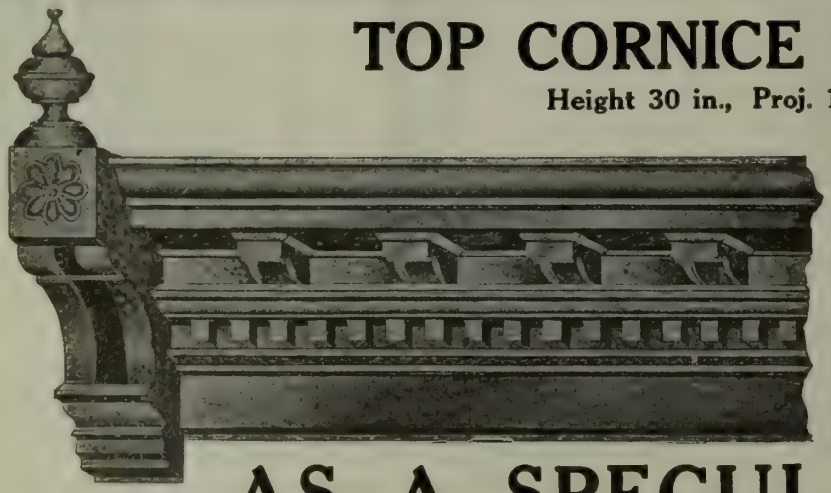
Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St. Ambroise Street : MONTREAL
NEW YORK CHICAGO

TOP CORNICE No. 8014

Height 30 in., Proj. 18 in.



A Handsome, Bold, Neat, Clear-cut Cornice, throwing deep, rich shadows.

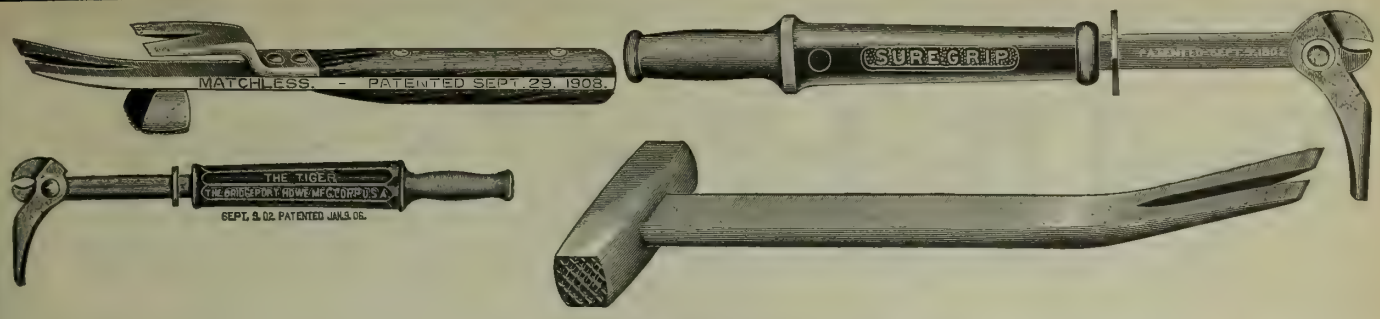
AS A SPECULATION

we made up a large quantity of this Cornice on our big new model power brake, and we made it to sell cheap. Let us quote on your requirements.

GET OUR CATALOGUE C-1 ON CORNICES, SKYLIGHTS, ETC., ETC.

THE GALT ART METAL CO., Limited, GALT, ONT.

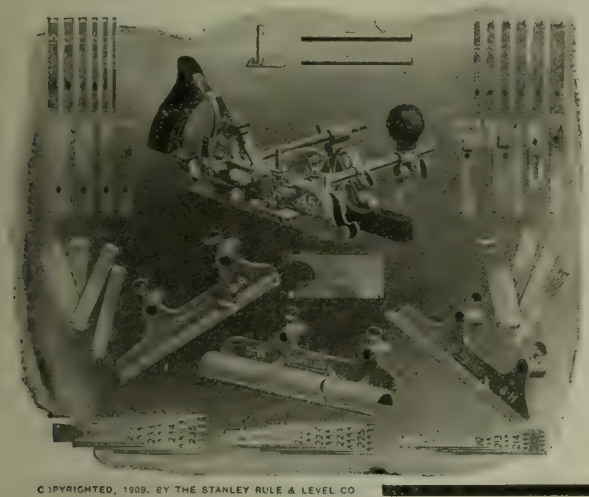
MAKERS OF THE FAMOUS "GALT" SHINGLE.



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The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.



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Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Filletster Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.

Carpenters will find this tool almost invaluable.

Send for catalogue giving complete description.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

BELT PERFECTION



Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated

We give the dealers every help possible in securing and holding belting business.

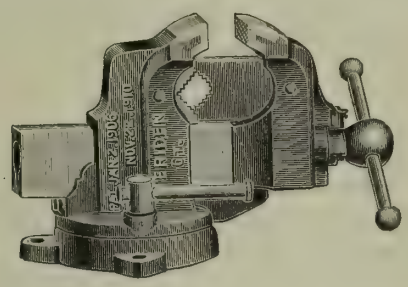
DOMINION BELTING CO.

LIMITED

HAMILTON CANADA

PARKER'S

Combination Pipe Vises



are efficient, convenient, simple and quick-selling.

They are very strong, being fitted with Solid Steel Bar Straightness, and having removable Jaw Faces made of the Best Tool Steel.

All the parts are interchangeable, and the whole vise is a compact and very serviceable tool.

The Charles Parker Co.

Meriden, Conn., U.S.A.

Oval Dish Pan

Enamelled

The Common-sense Kind



Here is a new article that is just "taking hold," a little of the right kind of push will create a wide demand.

It is made in one size and two different finishes of enamelled ware. A short explanation of its advantages and convenience will make a sale in any house where there is a sink.

Why not get your share?

The Approach of Cool Evenings

demands a little fire in the house.

This is the season of the year, then, to stock and suggest the

AIRTIGHT HEATER

The Famous Airtight Heater is made in 6 styles and 24 sizes, giving you an unparalleled choice.

The illustration herewith shows an all sheet iron style. There are others with cast tops, cast fronts, etc.

The Airtight is undoubtedly a good proposition this time of the year and a little effort on the part of the dealer would clinch many sales.



18-50 SERIES AIRTIGHT

McCLARY'S

LONDON
TORONTO
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WINNIPEG
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ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND
MANUFACTURERS OF

"Judge Brand"




Patent Tubular Handle


Patent Tubular Handle

HOLLOW-WARE

If you are buyers of hollow-ware you cannot afford to pass "JUDGE BRAND" Enamelled, Tinned, Galvanized, Japanned, and Burnished Wrought Steel Hollow-ware. Therefore see to your stocks in readiness for the ever-increasing demand for the world-renowned "JUDGE" BRAND Tinned and Enamelled Tea and Stove Kettles.

SUPERIOR ENAMELLING.
FIRST-CLASS QUALITY AND FINISH

SOLE CANADIAN REPRESENTATIVE:—

JAMES A. HENDERSON, METALS & HARDWARE, 234 BOARD OF TRADE BUILDING, MONTREAL, where a full range of our samples may be seen. Illustrated priced catalogues may be obtained on application, with prices and discounts, **duty unpaid and duty paid.**

Small Orders can be enclosed to Montreal.


Patent Tubular Handle



MEAKINS'

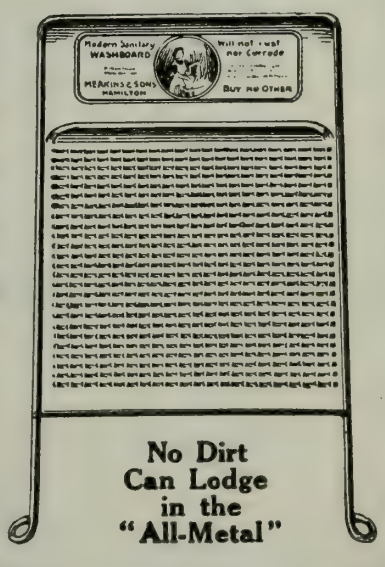
SANITARY WASHBOARDS

Have the qualities which recommend them to particular buyers.

These washboards are of **metal construction throughout** and have **no wood to warp and no nails to come loose or rough edges of zinc to cut hands.** They **cannot retain dirt** because each board is made **in one piece.**

Send for Particulars and Prices to

Meakins & Sons, Hamilton, Ont.



No Dirt Can Lodge in the "All-Metal"

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
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Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

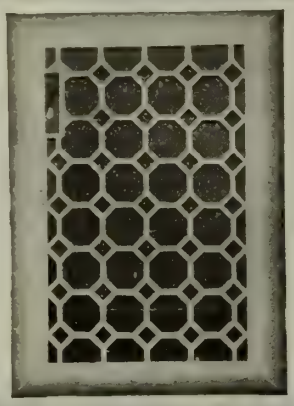
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Putty and Glaziers' Points

Metallic Ceilings and Cornices
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No order too large or too small. Prompt shipments our specialty. Correspondence Solicited.

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P O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348



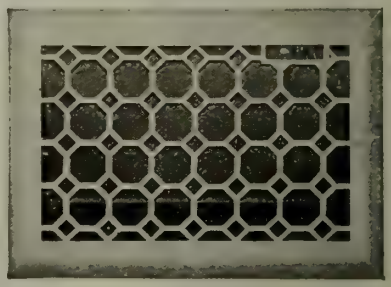
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

Mr. Dealer: Get Out After The Ventilator Trade

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Acorn Exhaust Ventilators are designed on the most improved methods of ventilation. Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial. When you decide to do so, just write us and we will furnish you with full details.

ACORN M & S Co. QUALITY

The Metal Shingle & Siding Co., Limited

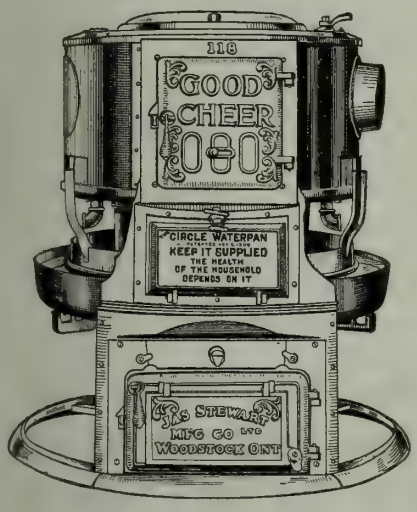
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Montreal, Que.

You can well believe the good reports of the

"GOOD CHEER"

WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the "Good Cheer" and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

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Jewel Stoves and Ranges



STYLE R.F.

Royal Jewel Steel Range

The Range of Quality.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality.

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

We also make a great variety of **Cast Iron Ranges and Cooking Stoves**, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. **The Grand Jewel Wood Cook Stove** is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of **Heating Stoves** to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

JEWEL TRADE MARK

The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto, and Winnipeg.

Western Customers please write for imformation and send orders to our Winnipeg Branch, No. 130 James Avenue.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadia n Sales gent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON CANADA

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Reliable QUALITY

SEYMOUR SHEARS

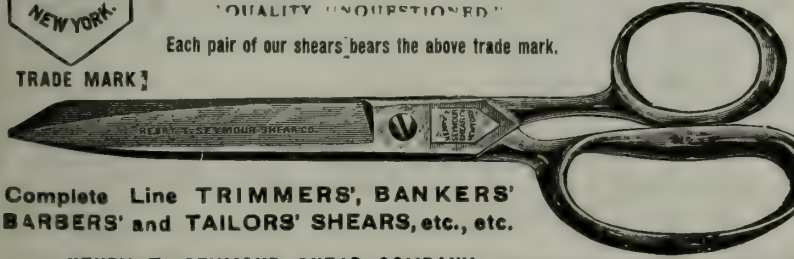
Have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

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Three In One

We have just issued under one cover new booklet containing

First illustrations.

Second descriptive matter.

Third list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

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LIMITED

Toronto, :: Canada

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We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

THE Empire King FURNACE

has all the latest improvements found on our more expensive furnace, but is sold at a lower price. The simplicity in construction and the quick heating ability of the "KING" furnace, go to make it the most durable, efficient, and the best furnace at the price on the market.

Write us for catalogue and price list of this reliable and quick seller.

WRITE US DIRECT OR
ANY OF OUR AGENCIES



The Canadian Heating and Ventilating Co., Limited

OWEN SOUND, ONT.

The Christie Bros. Co., Ltd.
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The Atkins Company
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THE BEST CHEAP FENCE
ON THE MARKET IS

"MONARCH" WIRE FENCE



"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout, and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

The Owen Sound Wire Fence Co.,
Limited
OWEN SOUND, - - - ONTARIO



BRUSHES

NEW LINES

Very attractive values.
Better finished than ever.

SEE THEM BEFORE YOU BUY.

Manufactured by

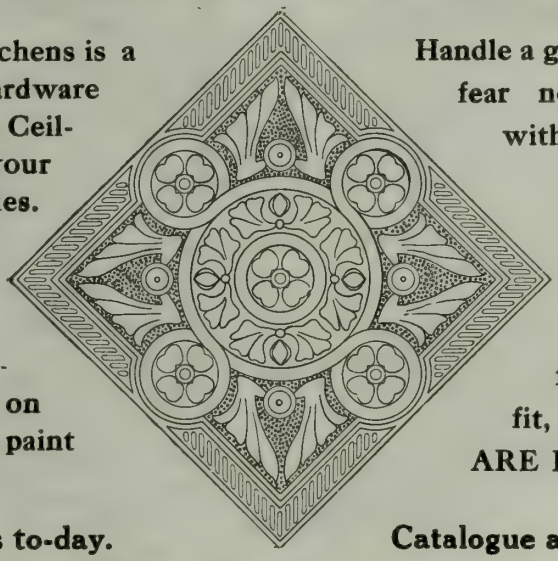
Stevens-Hepner Co., Limited
PORT ELGIN - ONTARIO



METALLIC CEILINGS

"Boost Them, Mr. Hardware Man, Boost Them."

Outfitting kitchens is a long suite with the hardware man. Include Metallic Ceilings (and walls) in your line of kitchen specialties.



Handle a good line of Ceilings and fear no competition. Deal with the "Quality House." THAT'S US.

Metallic Ceilings carry three separate profits -- on the sale of the goods, on the erection, and on the paint to re-coat them.

OUR Ceilings head the list for accuracy, finish, embossing and fit, AND OUR PRICES ARE RIGHT.

Get in touch with us to-day. **Catalogue and Samples on Request.**

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(22)

This Stove Burns Stove Coal

Quick in Action and Always Under PERFECT Control.

The Cleanest, Safest and Most Economical Base Burner.

"Stove Size" Anthracite is better than "Chestnut" as it is purer coal, containing from 3 to 4 per cent. less slate and impurities. More pounds of real coal to the ton, burns better with less ashes, gives more heat units, holds fire longer and burns slower.

The "RADIANT HOME" is the only Base Burner specially constructed for burning "Stove" coal.

The LEAST FUEL.
The MOST SATISFACTION.



The "Radiant Home"

SAMPLE ORDER SOLICITED

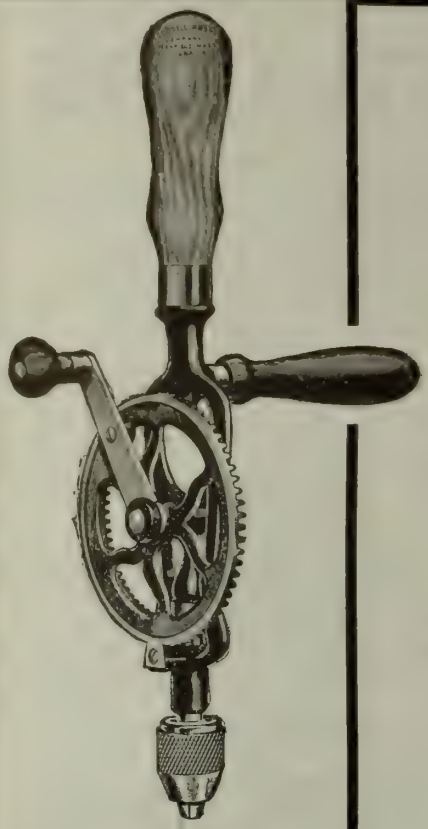
Constructed at the request of the Anthracite Coal Mining Companies and endorsed and recommended by

The Canadian Retail Coal Association.
The Susquehanna Coal Co.
Lehigh Valley Coal Co.
Del., Lack. and Western Coal Co.
Phila. and Reading Coal and Iron Co.
Dickson and Eddy.

This style made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.

The William Buck Stove Co., Limited

Brantford Montreal Winnipeg Calgary Saskatoon Vancouver



Goodell-Pratt's

are the best

HAND DRILLS

We offer the neatest and snappiest designs; we invite comparison with the work of our assembling department.

OUR DRILLS ARE RIGHT. THEY ARE POPULAR

They are a profitable line for any dealer.

Get our proposition.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

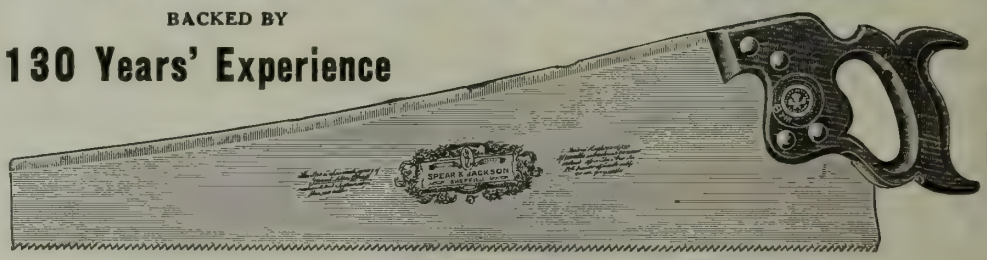


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"THE NAME'S THE GUARANTEE"

BACKED BY

130 Years' Experience





LEAP-FROG

171-A Secret Process VANADIUM Steel
(Also Straight Back)

Extract from The LONDON DAILY TELEGRAPH

WHICH SPEAKS FOR ITSELF

As a matter of fact, the trade of which Sheffield is the centre has in the last year or two fought—and won—a notable fight. Germany was a formidable competitor; America a yet more serious one, in the matter of tools, and especially SAWS. The English makers set themselves to meet this sharp rivalry, availing themselves of a superior position alike in materials and highly specialized skill. They took full advantage of the technical schools, with their scientific teaching as to metals and the treatment of steel, and paid more attention than they have ever done before to design and finish. Their energy and enterprise won prompt recognition from the buyers for the retail trade, and within very recent days they have enjoyed the spectacle of seeing the agent of one of the most noted firms of toolmakers in the United States coming over to make a tour of inquiry as to what had come over English trade that they had lost it so entirely. The British manufacturers had, moreover, proved conclusively that, quality for quality, their products had nothing whatever to fear on the important matter of retail selling price, and their victory was complete.

IF you are not handling our Saws and Edge Tools, you are paying more for inferior goods. Does it pay you?

Sole Canadian Representative:

J. A. HENDERSON,
Metals and Hardware, MONTREAL

Spear & Jackson, LTD.
SHEFFIELD, England.

A STRONG SERVICEABLE LADDER

There is no line on the market so suited for hard wear and so certain to give satisfactory service as the



FAULTLESS LADDER

It is made from clean, kiln-dried, short leaf yellow pine, and equipped with the "Faultless Lock." A bolt under each step and a galvanized steel plate on the ends of every bolt clamped tightly to the sides, eliminates all chance of spreading.

Made 4 to 10 feet high and extra heavy 10 to 16 feet.

A Line that can be Safely Recommended

Write for Catalogue "B"

The Stratford Mfg. Co., Limited

STRATFORD - CANADA



Copp's Stoves and Ranges

SILVER QUEEN

Our new medium priced up-to-date Range.

It will pay you to investigate its merits.

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

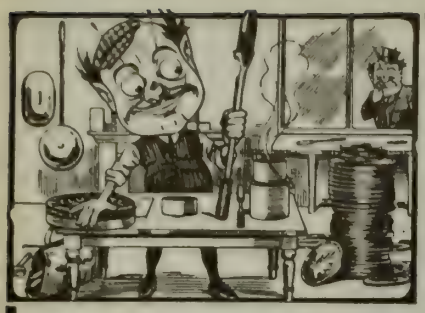
Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

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The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING

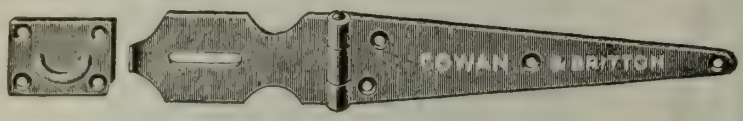
AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.



Finest Quality BUILDERS' HARDWARE

Your customer demands high quality and expects to pay a moderate price for it. If you stock our goods you can offer him better; high quality at a **low** price, a situation that distinguishes our goods from all others—they are the best obtainable and no dearer than inferior articles.



Let us mail you our catalog.

COWAN & BRITTON, Gananoque, Ont. ESTABLISHED 1861

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

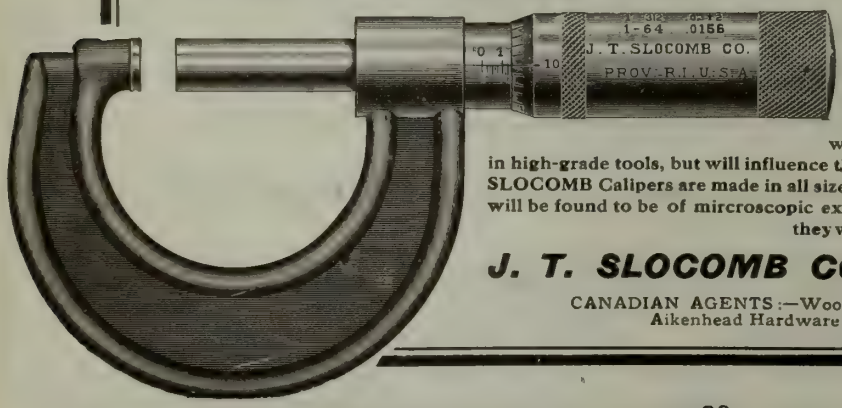
WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

INDISPENSABLE TO THE MECHANIC!



A DISPLAY OF

SLOCOMB Micrometer Calipers

will not only convey the impression that you are a dealer in high-grade tools, but will influence the valuable trade of the best mechanics to your store SLOCOMB Calipers are made in all sizes from 0 to 24 inches and from 0 to 600 MM Metric. They will be found to be of mircroscopic exactness and, being made of the very finest materials they wear exceptionally well.

J. T. SLOCOMB CO., Providence, R.I., U.S.A.

CANADIAN AGENTS:—Wood, Vallance Co., Hamilton and Toronto, Ont.; Aikenhead Hardware Co., Toronto; Foss and Fuller, Montreal.



Digging Asphalt from Trinidad Lake and transporting it for Genasco Roofing

Every dealer who knows the advantage of Trinidad Lake Asphalt knows the advantage of selling

Genasco

the Trinidad-Lake-Asphalt Roofing

This asphalt is Nature's everlasting waterproofer and weather-resister. It is *natural* asphalt.

The difference between natural asphalt and artifical asphalt used for ordinary roofings is: Artificial asphalts are the residue of other products with oils put in to make them pliable. But the oils are volatile and soon dry out, and the roofing cracks and leaks.

With Trinidad Lake asphalt the oils are put in and kept there by Nature, and they give Genasco the life that lasts and makes it strong to resist rain, snow, sun, wind, heat, cold, fire, alkalis, and acids.

Genasco is roofing you can depend upon. Sell it to your customers, and you can be sure they'll depend on *you*.

That means continued patronage, new trade, larger sales, and added profits.

The Kant-leak Kleet for applying Genasco increases your customer's satisfaction. It makes seams water-tight without cement, and does away with nail-leaks.

Order Genasco of your jobber with the Kant-leak Kleet packed in the roll. Write us for samples and full information.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK REG. U.S. PAT. OFF.

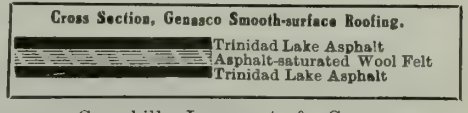
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

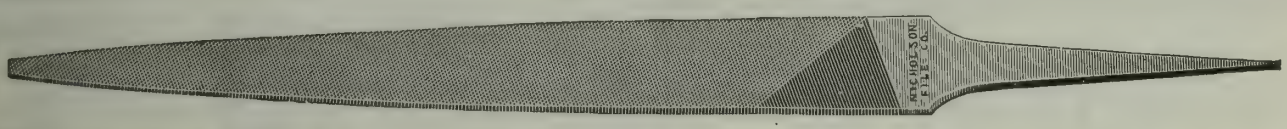
New York San Francisco Chicago

Cross Section, Genasco Smooth-surface Roofing.



Caverhill, Learmont & Company, Distributing Agents—Montreal, Winnipeg and Vancouve

D. H. Howden & Co., Ltd., 200 York St., London, Ont.



Best Files for Every Purpose

are Nicholson-Made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-Made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:—

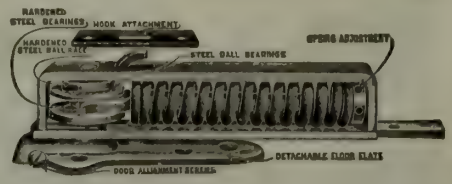
"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

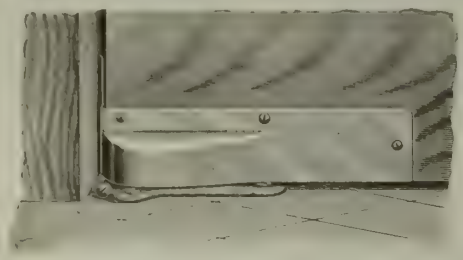
Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.



ASK US WHY



If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



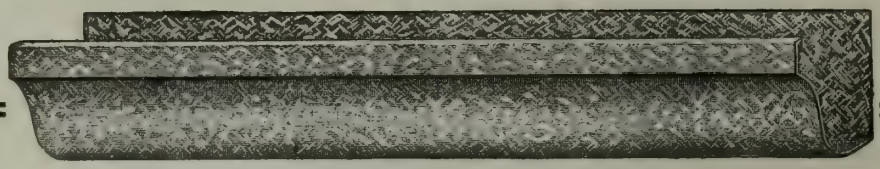
THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

Mr. Tinsmith, are You Aware

that we make the best fitting eavetrough, conductor pipe, ridge roll, valleys, elbows, AND CORRUGATED IRON on the market?
If not, a trial order will convince you.

WHEELER & BAIN
THE QUICK SHIPPERS

TORONTO,



CANADA

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

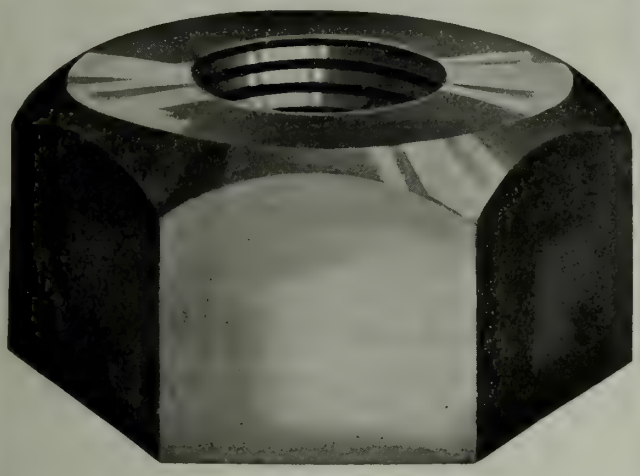
ROYAL POLISHES



ROYAL POLISHES are made in Canada. We are therefore able to sell them to you at a price which allows you to retail them at a low figure, and at the same time to keep a handsome profit. They are pure, being made of the very finest materials, and are just as good for Gold as for brass; will not injure any metal. This proposition should appeal to every hardware merchant—**There is money in it.**

ROYAL POLISHES COMPANY
MONTREAL

The National-Acme Mfg. Co., Montreal



If You Use Nuts

There are three good reasons why you should specify "ACME":—

Because they are smooth, clean cut and accurate for all purposes.

Because our Complete Stock of A.L.A.M. Standard Thread Plain and Castellated Finished Nuts, also Semi-finished "V" Threads and Hexagon Brass Nuts cover all the popular kinds. Specials to sample.

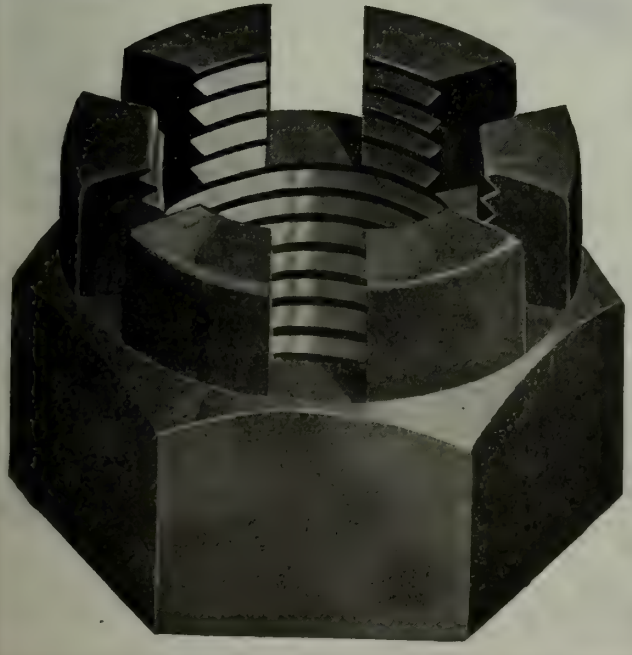
Because our prices are reasonable and service prompt. Get catalog "Milled Products."

NAMCO

BRANCH OFFICES: NEW YORK, 77 White Street BOSTON, 141 Milk Street. DETROIT, 1222 Majestic Building, CHICAGO, 549 Washington Boulevard. ATLANTA, Candler Building

WAREHOUSES: NEW YORK, CHICAGO

FACTORIES: CLEVELAND, MONTREAL, CANADA.



"AMPHIBIA"

WATERPROOF

THRESHER BELTING

When Belting gets wet it comes apart, if it's ordinary Belting, but not if it is **"AMPHIBIA"** Thresher Belting; that is just where **"AMPHIBIA"** is superior to other makes.

It is made from first-class oak leather, which is guaranteed waterproof and is so constructed as to resist every sort of dampness.

Since **"AMPHIBIA"** Thresher was first placed on the market many imitations have appeared, but there is only one belting which is genuinely damp resisting, the original

"AMPHIBIA" Thresher

When buying insist on the name **"AMPHIBIA."**

Write for Prices and Particulars.

Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William St. TORONTO, 27 Melinda St.
ST JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.

Whenever you Want

To SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates, payable in advance:

2 cents per word first insertion
1 cent per word subsequent insertions
5 cents additional each insertion when box number is required.

For a few cents you can introduce your proposition to nearly everyone interested in the Canadian Hardware Trade.



Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used these will be always used. For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

Don't Trust to Luck

YOU never yet knew a fatalist who was a success. The man who makes good is not the man who lets things happen but the man who makes things happen.

If you are a man with selling ability and have not full scope for it in your present situation, you can find an outlet by becoming the MacLean representative in your district.

The MacLean Publishing Company are the publishers of MacLean's Magazine, for which new and renewal subscriptions are needed. If you can secure them it will pay you well.

This need not interfere with your other work—unless you find, as many others have done, that it pays you to give your whole time to it.

The MacLean Publishing Company

143-149 University Avenue, - Toronto, Canada

DOMINION

GUARANTEED PEERLESS QUALITY CARTRIDGES

Made for all Makes of Firearms.



WIN
Rifle Competitions.
Perfect Construction.
Closest Grouping of Shots.
Flat Trajectory.
SURE FIRE.
LOWEST PRICE.

KILL
Big Game.
Perfect Ignition.
High Uniform Velocity.
Best Mushrooming.
DEPENDABLE.
BEST RESULTS.



Dominion Cartridge Company, Limited

MONTREAL, CANADA

REMINGTON UMC
TRADE MARK

RIFLE AND PISTOL CARTRIDGES

For One-Shot Kills



For small game, big game, target or protection in any make of gun under all weather conditions.

The uniform ignition due to the perfection of the famous Remington-UMC primer, makes for sure fire, accuracy and penetration.

In Remington-UMC big game cartridges, perfect combustion, accurate gauging, guarantee uniform flight in long range shots.

Order now through your jobber.

Our extensive advertising insures your sales.

Remington-UMC THE PERFECT SHOOTING COMBINATION

Remington Arms-Union Metallic Cartridge Co.

299 Broadway, - - - New York City

Window Display that Sold Sporting Goods

Lifelike Reproduction of Falls and Stream Arouses Fishing Propensities of Spectators—Steel Fishing Rods Featured and Many Were Sold—Clever Idea Well Executed by Wells & Emmerson, Port Arthur.

For silent salesmanship of an advanced type, the fishing goods window recently dressed by Daniel Warren for Wells & Emmerson, of Port Arthur, takes high rank. The very natural arrangement of minature cataract and rippling stream with a tent pitched on its grassy banks, as shown in the illustration, would quicken the pulse of anyone who ever cast a fly. It is seldom that a display of this discription is carried through with such a true representation of a fishing stream.

It is an accepted theory among window dressers that a display which represents something in motion, stands a better chance of attracting attention than it would without the motion feature. Thus, a window to represent a fishing stream or pond might have been arranged with still water occupying a trough or tank. An imitation cataract might even have been improvised by the use of a canvas and paint brush. But it would not have the drawing power of real moving water.

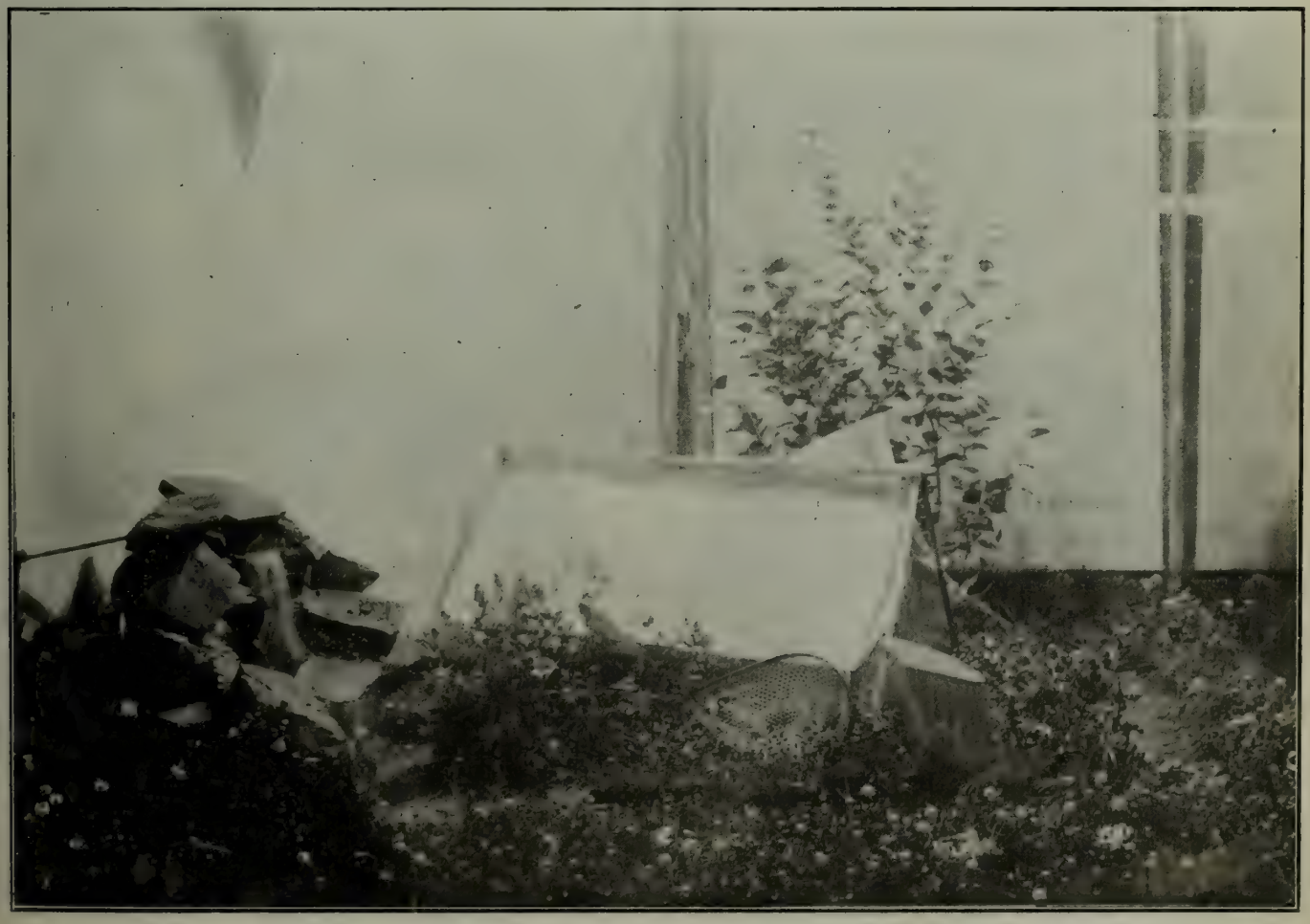
In carrying out his idea of a realistic fishing camp, Mr. Warren found numerous difficulties to overcome. Of course the problem of admitting the water and devising an outlet for it, was of most pressing importance. The easiest solution of the problem was found to be an extension of the water pipe to the window to furnish the inlet, and a galvanized conductor pipe connecting the end of the "stream" with the sewer.

The first thing to be done in constructing the bed of the stream, was to lay down a galvanized trough. Upon this trough cement was sprinkled and pebbles of all descriptions were scattered so as to make it resemble, as closely as possible, a rippling trout stream.

A rockery was then built up at the point which had been decided upon as the site of the falls, and the water pipe extension was so located as to deliver the water on the top rock. Spurting from the mouth of the pipe, it fell down over the rockery making a very pretty falls, and, reaching the pebbled bed of the stream it passed on around the window, and finally escaped to the sewer through the conductor pipe.

Both banks of the stream were sodded over, and the addition of shrubs and underbrush gave a decidedly realistic touch. A small toy tent was erected in the centre of the window, beside the stream, and, leaning against the tent pole was placed a number of steel fishing rods. These rods were offered at reduced prices, and the firm sold a great many of them while the display was retained. Strewn on the grass, on both sides of the stream, a variety of fishing tackle demanded attention. These consisted of lines, spoons, minnows, hooks, fish baskets and other sundries, in all of which a brisk business resulted.

This window is novel in its idea, and was exceptionally well constructed in every detail. Anyone who passed this window without stopping to examine it must have been in a great hurry indeed.



A Fishing Tackle Window Which Emphasizes the "Call of the Wild."

Complete Course in Card Writing

LESSON 1.

First of Series of Twenty Articles to be Accompanied by Descriptive Plates and Full Information — The Edwards Short Cut Course — Plate No. 1, Describing Single Brush Stroke Block Capitals—Best Brushes and Outfit to Use.

(By J. C. Edwards)—Copyright applied for.

To introduce this series in as few words as possible, Hardware and Metal wishes to say that it has, as its object in publishing this complete course, the desire to assist those who, whether connected with stores in the small town or the large city, wish to acquire a thorough working knowledge of this most progressive and direct auxiliary to their window and newspaper advertising.

Show card writing is to-day almost indispensable in any store. It brings goods and prices into prominence in a way no other advertising can, and results in more direct sales.

The great trouble has been, in the past, in smaller places, to get an inexpensive course on show card writing—writing which every lad can grasp in a moment and without the unnecessary score or more pages of unnecessary matter, which is not only confusing, but discouraging to beginners.

The Edwards show card system is the most concise and practical yet published for the beginners—every short-cut method is employed and taught throughout the twenty lessons.

A Warning to the Beginner.

The natural tendency for every person beginning to learn show card writing is to try to do fancy stunts, thinking that the fancier the card the better. This is a very misguiding and serious error.

DO NOT ATTEMPT ANY FANCY TOUCHES UNTIL THE LETTERING HAS BEEN THOROUGHLY MASTERED.

Nothing shows up the amateur more than a poorly lettered card, with a deal of color and attemped illumination.

Practice every letter and every stroke of every letter; practice them a hundred times, then begin again, for it is practice that counts. Master the strokes, then the letters, then the words, then begin to space out the cards.

ALWAYS REMEMBER THAT THE WORDING LOOKS BETTER IN THE CENTRE OF THE CARD—equal space on both sides, also top and bottom, and each letter spaced uniformly.

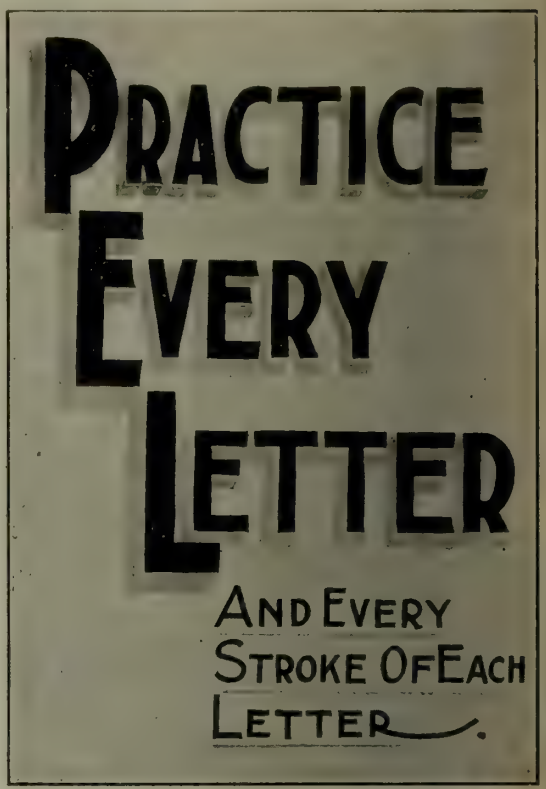
Plate No. 1.—Single Brush Stroke, Block Capitals.

This style of lettering is about the most used and most readable of any used by present day card writers, It is especially good where a word or words need to be emphasized, such as: "PRACTICE EVERY LETTER," in the accompanying card. This card shows the black capitals used in both the large inscription and the reader below, which is done with a pen.

Note the position of the brush — held in the hand, between the thumb and the forefinger, in much the same way you would hold a pen, letting the hand rest lightly on the small finger, which is slightly curved.

The beginner will, with practice, find this very easy, and will soon get a free and easy motion. Do not work the fingers, but allow the hand to have a free movement from the muscles of the forearm with the small finger to steady it. Study the different strokes of each

(Concluded on page 40.)



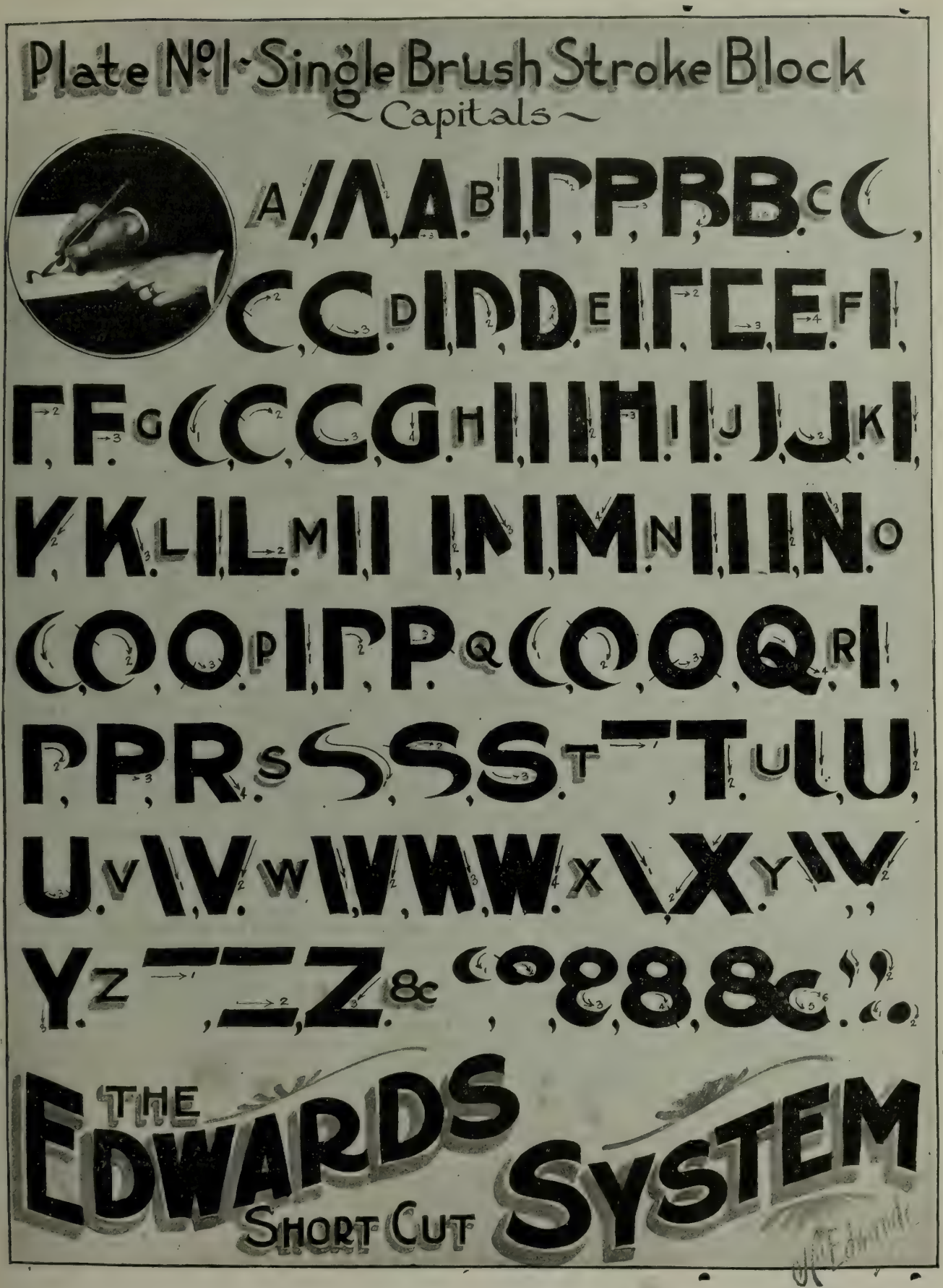
In this cut, lettering illustrated on instruction plate is used.—See article.



The necessary equipment.—See article.



How to draw a straight line with brush and ruler.—See article.



Copyright applied for.

Every detail of these block letters is illustrated in this plate, arrows indicating direction of brush stroke. Photo in upper corner shows correct grip of brush.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - 34 Royal Bank Building. Phone Garry 2313
Vancouver, B.C. - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

VALUABLE COURSE IN CARDWRITING.

In this issue of Hardware and Metal, commences a series of articles on cardwriting which has become recognized as an important adjunct of retail salesmanship.

Twenty articles in all will be given in this series, and they will be copiously illustrated. The author has devised a short-cut course, which will enable any clerk, with practice to make himself a valuable asset to his store by means of his ability to write cards and price tickets in an artistic way.

A careful perusal of these articles, and constant practice are required, if the clerk is to gain efficiency in this art. But it can be gained by following these suggestions, and hardwaremen should see that their clerks take advantage of this opportunity to acquire a valuable accomplishment.

WORK FOR IMPROVEMENT IN SECOND HALF.

Last year, about this time, a hardwareman in Eastern Ontario, in totalling up his sales for the half year, made the discomforting discovery that his business had fallen behind what it had been for the first half of the previous year. That fact set him thinking. With expenses increasing right along he couldn't afford to have his sales decrease, and it didn't take him long to conclude that some radical action must be taken to save the figures for the whole year from showing a similar shrinkage.

What this particular merchant decided to do was to put more energy into his selling methods, and he lost no time in carrying the idea into execution. Assembling the sales staff, he frankly explained the situation to them, and impressed upon them the necessity of a better showing for the balance of the year. The staff caught the enthusiasm of their employer, and "Beat last year," became the slogan of that store.

Each clerk put forth extra efforts to sell every customer who entered the store. The window displays were changed more frequently than before, and special study was given to the store's advertising. With every branch of the sales department stimulated with the ambition to excel the previous year's record, it is not surprising to learn that the improvement made in the second half of the year, not only overcame the decrease shown in the first six months, but provided a very substantial increase over the previous year's total.

This circumstance proves what can be done by applying energy and enthusiasm to one's business. It further points the necessity of recording the sales of the store in such a systematic manner that the transactions of any particular day or month or quarter shall be available at any time, for comparison.

In this connection, the plan adopted by a large Hamilton hardware store might well be followed by dealers everywhere. In this store, a careful record is kept of each day's transactions, and a special note is made as to the state of the weather. If the sales fall off very materially as compared with the same day last year, the fact that the day has been rainy and unpleasant will account for it. On the other hand, if the figures show an abnormal increase for the day, the proprietor will be saved from a fool's paradise by referring to the fact that the weather was very unfavorable last year.

There is no better incentive to effort than the desire to excel previous records. Therefore let every hardware man decide to make the latter half of 1911, the best six months in his history, and, if he has not been in the habit of keeping account of his sales, now is the time to start, and to establish a record which he will find difficult to excel in the next year.

GOOD STORE SERVICE WINS TRADE.

That the public are looking with increasing favor upon the stores which make a feature of good service to patrons is becoming more evident every day. A hardwareman who is conducting a growing business in a Georgian Bay town recently asserted that within a single week he had gained three new customers, not because he was offering better prices, but because he had the reputation of giving better service than his competitors.

A relation of the facts in connection with these three incidents will help to show how some stores fall down in their service, and will possibly suggest to readers some means of improving the service of their own store.

The first case was of a lady who came in to order about three dollars' worth of goods for glazing and screening. She asked when it would be delivered and was told that it would be at her residence in an hour. "Well," she said, "I ordered it at Blank's over a week ago, and he hasn't sent it up yet. I am through with him."

The next new customer was a well-to-do farmer, who phoned in an order for fifty pounds of binder twine, and stated that a neighbor who was in town would call and get it. Coming into the store a few days later, he explained that, for sixteen years he had bought all his hardware at Smith & Brown's. Lately, however, he had not been satisfied with the treatment he had received in the store. "There is only one clerk who attends to customers courteously," he said, "and I cannot always wait for him."

The other case was of a town customer who had been buying in a certain hardware store for years. He complained that everybody around the place seemed very listless, and didn't care whether he bought or not. The clerks did not seem to have any incentive to put forth even ordinary efforts to make sales. He was tired of placing trade where it did not seem to be appreciated.

If the stores in question had seen to the prompt delivery of the goods they sold, and had developed a willing and energetic spirit in their sales staff, they would not have lost these customers. They fell down in the cardinal principles of store service.

CUSTOMERS WHO COME BACK.

One of the most familiar phrases to every hardwareman is: "O, I am just looking around, and if I don't see anything elsewhere, that I like better, I may come back."

This is generally the conclusion of a long discussion in which the dealer or his clerk has tried hard to bring conviction to the mind of an apathetic prospect. The salesman has endeavored by every means in his power, to show the customer the good value he is offering and to suggest that he cannot get better elsewhere—in fact, it may have been intimated that "to go farther is to fare worse." However, seeing that no further headway is to be gained at the moment the salesman permits his prospect to depart, with as good grace as he can summon.

Sometimes that customer comes back. If the salesman has made a reasonable proposition, and a good impression, the customer is almost sure to come back. He enters the door rather sheepishly, and in a frame of mind which requires tactful treatment. He realizes that it is a moment of triumph for the salesman, but he is ready to take offence if the salesman shows that he also realizes it.

The customer who comes back must not be received in an "I told you so" spirit. Much less must the salesman gloat over him with any such salutation as, "So you had to come back?" The prospect is bound to resent such an attitude, and it may result in the loss of a sale.

On the other hand the clerk who fawns upon a returned customer will arouse his suspicion. A middle course between these two extremes is the safe one to pursue. Let the customer know that he is welcome, but do not allow any feeling of personal triumph in his return, or any undue manifestations of pleasure, mar his desire to purchase.

ENCOURAGE PARTICIPATION IN CONTEST.

In the clerks' department of this issue, Hardware and Metal announces a timely contest, to be participated in by hardware clerks. This will be conducted along similar lines to the contests which were so popular last spring and which resulted in many clerks brushing up their knowledge of saws, washing machines and vacuum cleaners.

With the opening of the stove seaon in sight it is but natural that the present contest should have reference to that important branch of the business. It is designed to bring out the clerk's ingenuity in overcoming a situation such as confronts him almost every time he endeavors to sell a stove. It will cause every contestant to give the subject more concentrated thought than ever before, and to devise a much more logical method of procedure. than he has been able to do simply upon the spur of the moment.

The prizes to be awarded have been selected for the express purpose of affording the winners an opportunity of securing information which will make them better hardwaremen. Thus both the means and the end will contribute to a larger knowledge of the trade, on the part of the clerks who compete.

Dealers will not be slow to recognize that it is to their advantage to have their clerks take part in this contest. It will mean that their staff will be exceedingly well equipped for the fall stove selling campaign. Every subscriber should encourage all his clerks to participate.

A DOG IN THE MANGER POLICY.

The intense dislike which the long established merchant feels for a new competitor in business is a phenomenon that is hard to understand, but it is a factor which the majority of young business men have to meet in laying the foundations of their establishment. As a general thing it wears off in time, and the veteran ceases to regard his rival as an interloper, while the younger man, on his part, no longer looks upon the other as an overbearing tyrant endeavoring to subvent his honest efforts to make a living.

An aggravated case of this kind recently came to the writer's attention. Some four years ago two young men with good business ideals, opened a hardware store in a live city where there was ample room for another establishment of this kind. As they became established, they gradually won the confidence of the pioneer dealers in the town, and, finally, were on good terms with all but one.

This one merchant had entered business when the town was young, and had become wealthy as it grew in population and importance. He is now independent of his hardware store as he has many other interests which yield him a large income. Nevertheless he could not bear to see the young firm gain a footing in the city, and openly threatened that he would put them out of business. By cutting prices and combating the new store in every way he could, he has endeavored to carry out his threat, but the store is still doing business.

The dealer who is willing to sacrifice his own profits in order to keep some one else from making money, is surely adopting a dog in the manger policy which will, in time, react upon him. Far better would it be for him as well as for his young competitors, if a friendly spirit could be established, to remove the petty worries which take the pleasure out of business.

POINTED EDITORIALS.

How much of the business in Summer Sporting goods, is coming your way?

* * *

The rise in the price of white lead should occasion no surprise. Pig lead has been advancing steadily, and is very scarce.

* * *

A delivery system that always makes good the promises of the sales staff, is an important link in that chain known as store service.

* * *

Taking part in Hardware and Metal's Clerk's Contest will afford a good work-out for the Fall Stove Campaign. See that your clerks compete.

* * *

Metal merchants who have stocks of lead and spelter at this juncture, may safely congratulate themselves. Both these metals are scarce and prices are advancing.

* * *

"The price doesn't suit our view," said a carload prospect when quoted the ruling quotation on spelter. There is no record to date of his having found a quotation which did suit his view.

* * *

The fact that the U. S. steel mills are steadily increasing their sales, is welcome news to Canadian hardwaremen. Conditions in the United States invariably have some influence on the hardware and metal situation here.

* * *

After the dizzy heights to which it has aviated during the past few months, turpentine was not content to occupy the lowly place recorded in last week's market reports. Consequently, the report in this issue shows an advance of 1 cent.

COURSE IN CARD WRITING.

(Continued from page 36.)

letter, and the left hand shading of each. Then practice.

Best Brushes and Outfit to Use.

In the lower left hand corner photo you will note that the required outfit is very limited—a red sable square point brush in Albata, a T square, a bottle of block letterine and a piece of cardboard to use as a pallette to rub the inked brush out on—a procedure which is necessary to bring the point of the brush to a flat edge.

The picture in the right hand corner shows the proper way to hold a brush when ruling a line. The three finger tips are held easily to the edge of the square, and the corner of the brush is allowed to rest on the card, making a line the required thickness as the hand is drawn from top to bottom (always toward yourself.) The flat edge of the brush can be used when a thick line is required, or in making large letters.

You will also notice in the picture in the upper left hand corner of the accompanying plate, the proper position of the brush in the hand when making the first stroke of the letter "S." This position is retained throughout all the lettering, except when such strokes as No. 3 in letter A, No. 2 and 3 in letter B, etc., when the position is changed to the one shown in the photo of the outfit.

Next issue will contain the lower case of this same alphabet.

Note.—Any further or special information will be given regarding brushes, etc., upon receipt of request by Hardware and Metal, or J. C. Edwards, care of MacLean Pub. Co., 143 University Ave., Toronto.

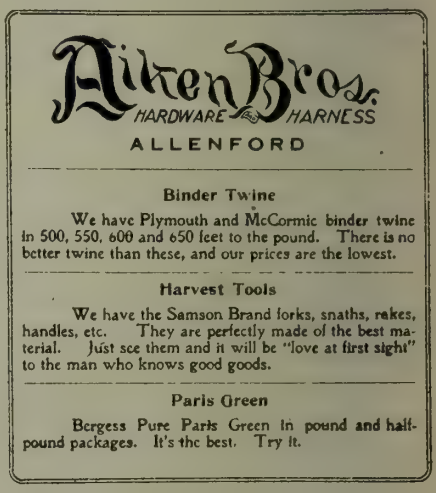
Some Points on Seasonable Advertising

Difference Between Seasonable and Timely Advertising — Review of Several Canadian Hardware Ads.

That there is a distinction between seasonable and timely advertising is a fact which sometimes escapes the ad. man. It was brought home to the writer, by observing the methods of a Montreal advertising manager, some years ago.

This man, who was a clever ad. writer, rarely featured the best known seasonable lines in his ads. He argued that his customers would have to buy seasonable goods, and he was content to let them know, in a small proportion of the space at his disposal, that his house carried these goods, and could make him a good proposition.

The bulk of his space was devoted to the advertising of seemingly less important lines, seasonable enough, it is true, but not deemed worthy of special notice by the average run of copy writers. Thus, when competitors were using strong copy for skates and sleigh bells, this writer, while not neglecting these lines, featured such goods as snow shoes, at that time a comparatively new line for the hardwareman.



The object in view was to increase the trade of specialties, and what might be called seasonable side lines, without slighting seasonable staples, and the sales records of this house showed that the scheme was successful. In a sense, this advertising was timely as well as seasonable.

In a retail store, this policy might be carried out, in the summer time, for instance, by devoting a little less space to seasonable necessities, and branching out with strong talk on electric fans, ice cream freezers, or other seasonable specialities which are sold at a good profit margin.

A Good Retail Ad.

One of the best examples of timely retail hardware advertising that we have seen, is that of the Fraser Hardware Co., which is reproduced herewith. The ad. is not only timely but exceedingly

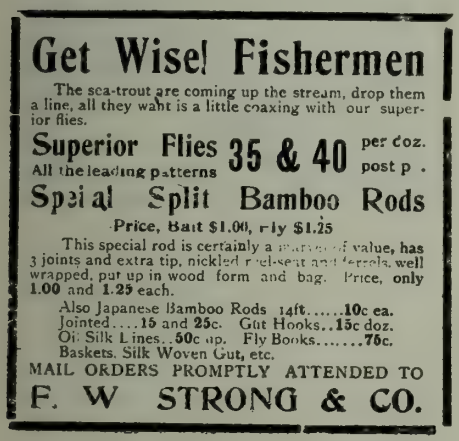


well written and set up, and it is a model hardware ad. in several respects.

The fact of an approaching tennis tournament is seized upon as the theme of this timely ad., and some good reasons are given for purchasing new racquets for the occasion. The copy is evidently written by a tennis player, for the splen- and description given is just such as would appeal to the lover of this game. The cut is a good size for the space, and the ad. is nicely rounded off by quoting the price at which it is sold.

Advertising Seasonable Goods.

The ad. of Aiken Bros. is devoted to seasonable lines of binder twine, harvesting tools, and Paris green. The ad. is well balanced, and the composition is a good sample of the panel idea. It is



to be presumed, however, that most of the readers already knew that these lines could be purchased at Aitken Bros.' store, and the ad. would have served its purpose better if it had advanced good strong reasons for buying at this store, and quoted prices on the goods advertised.

Poor Proofreading.

F. W. Strong & Co.'s advertisement is a sample of how careless proof read-



ing will spoil the effectiveness of an otherwise good advertisement. There are several typographical errors in this ad., which should have been caught by the proof reader. The description of the split bamboo rod is given in this ad. is a good one.

Mark Dumond's ad. is simply a plain announcement, which cannot be expected to bring results. A hardwareman should always look upon his ad. as the medium for telling the public why they should buy from him.

An Effective Arrangement.

A good type of the panelled hardware store ad., is that of Sinclair Bros. Each



item advertised is brought out distinctly, by using this style of ad., and a fair-sized space can be made to present the claims of several different lines. The appeal to potato growers is particularly good, and the description of four different sprayers gives an imposing idea



of the stock carried by the firm. Prices are quoted throughout.

McCague & Watson have an interesting and seasonable ad. The manner in which they meet possible objections to their coal oil stoves is brief and to the point—"no smoke, no soot, no smell."

Appropriate Cuts Invite Attention.

Murray's hardware store secured two peculiarly appropriate cuts for their hammock advertisement. This is bound to attract attention, and the genuine bargains offered in the ad., should make

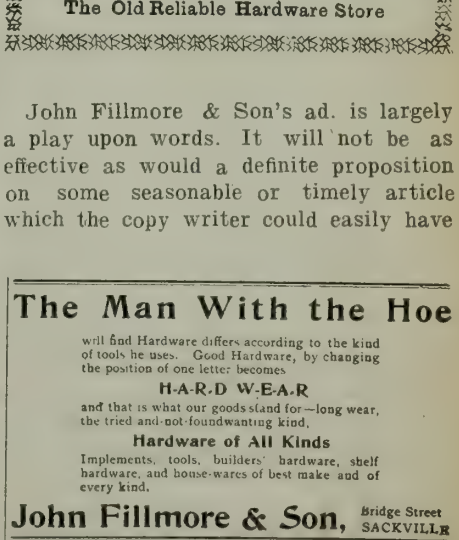


sales, even if the season is pretty well over.

R. H. Greig makes some extravagant claims in his ad. and sceptical readers are likely to discount these very considerably, in the absence of any kind of proof. The ad. would also have been improved by a cut of the stove, and a price quotation.



John Fillmore & Son's ad. is largely a play upon words. It will not be as effective as would a definite proposition on some seasonable or timely article which the copy writer could easily have



determined upon, if he had looked around the store for a suitable subject for his ad.

Twenty Years Ago
In the Canadian Hardware Trade

"Ferguson, Alexander & Co., of Montreal, had a large shipment of goods on the ill-fated "Ocean" which went ashore near Dufferine's Creek. They were chiefly for Hamilton hardware merchants. Upon the vessel being raised, and the cargo discharged, it was found that the 'Elephant' goods had received but little, if any, damage, and the paints were delivered to the several consignees."

Editor's Note.—Ferguson, Alexander & Co., were among the firms who later amalgamated to form the Canada Paint Co.

* * * *

"The New Westminster Fire & Light Committee has ordered 2,000 feet of Maltese Cross hose, and also a hose wagon from the Gutta Percha and Rubber Manufacturing Co., of Toronto."

* * * *

"The following stove dealers of St. John, N.B., agree to close their places of business on Friday afternoons, commencing July 30th, up to and including Sept. 4th: Emerson & Fisher, P. Campbell & Co., Sheraton & Selfridge, Coles, Parsons & Sharp, C. B. Allan, Harris, Allan & Son."

* * * *

"The other evening the merchants of West Lorne held a meeting and organized as the Commercial Union, the object being to establish a better cash system of doing business, more particularly for the benefit of the cash paying customers, in order to give them the full benefit of their cash, and in all cases to give them a cash discount, and to encourage cash transactions."

Editor's Note.—The cash system is making rapid progress in the hardware trade, but its progress would be still more rapid if the hardware dealers of each town would unite for the purpose of encouraging cash business, as did the merchants of West Lorne, twenty years ago. A central Ontario dealer who had successfully inaugurated the cash system in his store recently, said to the editor: "The only thing which makes cash selling difficult, is the fact that others are still selling on credit. If we could get our competitors to join with us in selling for cash, it would be an easy matter for all."

MERGER NOT YET CONSUMMATED.

The merger of Montreal hardware jobbing houses has not yet gone through, although it had been expected that some definite steps would be taken before the middle of July.

Geo. Caverhill, of Caverhill, Learmont & Co., when seen by a representative of Hardware and Metal, stated that negotiations had been held up at the desire of James Hardy, who has acted as promoter of the merger.

Mr. Hardy is at present on his vacation, and will not return to his office for over a week. None of his office associates are in touch with what has been done, and it is evident that no further steps will be taken until Mr. Hardy's return.

CIVIC HOLIDAY DATES.

From many towns and cities in Ontario information has reached this office relating to the days set aside for Civic Holidays, and also the weekly half holiday. The table given below covers those municipal holidays soon to be held and also includes a few which have been held recently. It will be noted, in this connection that the date for Belleville and Kingston has passed already.

The letters "C. H." and "W. H." at the top of the column stand for "Civic holiday" and "weekly half-holiday":—

	C.H.	W.H.
Barrie	Aug. 14	Wednesday
Brantford	....	Wednesday
Belleville	July 31	Wednesday
Brockville	Aug. 7	Wednesday
Cobourg	(?) Aug. 16	Wednesday
Collingwood	Aug. 14	.....
Chatham	(?) Aug. 14	.....
Galt	.....	Thursday
Guelph	Aug. 7	Thursday
Hamilton	Aug. 7	.....
Kingston	July 31	Close at 5
Lindsay	Aug. 14	Close at 5
North Bay	(?) 2nd or 3rd Wed. Aug.	Wednesday
Oshawa	Aug. 7	Thursday
Peterboro	Aug. 7	Thursday
Orillia	.....	.....
Owen Sound	Aug. 7	Wednesday
Port Arthur	Aug. 9	.....
Port Hope	Aug. 1	Wednesday
Sault Ste. Marie	.....	Thursday
St. Mary's	Aug. 7	Wednesday
St. Thomas	Aug. 7	Wednesday
St. Catharines	Aug. 7	Wednesday
Trenton	Aug. 7	Wednesday
Whitby	Aug. 7	Thursday
Windsor	Aug. 7	.....
Woodstock	Aug. 7	.....

Blanks indicate, in the case of Civic Holiday, that the date is uncertain. In Cobourg, the holiday will likely fall on one of the afternoons during horse show, Aug. 16th, but in the morning the stores will open. In Chatham the grocers hold a half holiday during 1st week of August. In North Bay, the holiday is usually held on the second or third Wednesday of August. Orillia will observe the holiday on the day of the Firemen's Tournament at Huntsville, the date of which has not been definitely fixed. Blanks in the case of the weekly half holiday indicate that none is observed. In St. Mary's, St. Catharines, Windsor, Barrie, Galt, the half holiday is not universal.



By "Mack."

I saw a news item in the papers recently announcing the success of a series of experiemts in cooking food in paper bags. The inventor, M. Seyer, a French chef, has perfected these culinary paper utensils for family use, and they are now made in sterilized and water resisting paper, with divisions for cooking fish, meat, pastry, etc., simultaneously. By abolishing pots and pans with the attendant labor of dish-washing coupled to the fuel-saving features involved in their use, the new paper envelope has already obtained a place in English homes. It is reasonable to assume that if this innovation in kitchen ware is generally adopted, granite and tin will be driven from the field, and, instead of finding himself powerless against the encroachment on his trade of the 5, 10 and 15c. department store with their dubious wares, the ironmonger will have discovered the solution to the cheap graniteware problem at least partially.

* * *

A rumination amongst my earlier memories brought to the surface of my mind the extraordinary importance which we attached to the successful stove sales we made. A good name for such an event, which conveys our philosophy of this form of trade is a "Seed Sale." The direct multiplication of business which proceeds from the seed sale of the family stove is attested by my observation of this tendency of customers to further advertise the range they had bought, and to be at some pains to accompany their friends to the store.

Our Page for Hardware Clerks

Who Will Win This Contest?

Hardware Clerks Given Fine Opportunity to Prepare for Fall Stove Selling—Prizes Offered for Best Solutions of an Everyday Problem.

Readers of this page will recall the series of hardware clerks' contests which were conducted by Hardware and Metal in the early spring, these contests being based upon solving some of the selling problems in connection with the retailing of saws, washing machines and vacuum cleaners. The contests aroused a great deal of interest, nearly one hundred clerks taking part in each of them. A very large percentage of the replies were of a high order, indeed, and although prizes could not be awarded to all the contestants, it is safe to say that the benefit that all gained by studying these problems at close range more than compensated them. As a matter of fact, many letters were received in this office from clerks who had competed, stating that they had learned more while studying up for the contests than they had ever known before about the goods under discussion.

About Stoves This Time.

With the opening of the fall season already in sight, the thoughts of hardwaremen and their clerks are naturally turned toward stove selling. Probably no other department in the store affords such scope for salesmanship, as this end of the business, and to become an expert stove salesman is the ambition of every clerk with his eye on the future.

So it is but natural that the present clerks' contest should be centred in the stove department, and it is thought that the problem selected will introduce one of the commonest, yet most difficult of the obstacles that a retail stove salesman has to overcome in paving the way for an order.

Outline of the Situation.

The incident which forms the basis of this contest takes place in the hardware store of John Blank, who has the agency for "Cook-rite" stoves and ranges in his town. A young couple enter the store, and, after making a small purchase, drift towards the stove department, where they appear to be mildly interested in the range which is the leader in John Blank's store.

A clerk approaches them and asks, in a pleasant way, whether he may show them some of the features of the range. Receiving no reply, he nevertheless commences to point out some of the advantages of this make, and finds that the couple are following his arguments without showing any signs of being convinced by them. Finally, during a brief lull in the talk, the young man says:

"O, we are just looking around! We did not intend to buy to-day, but thought we would just look over your ranges."

This is the Contest.

WHAT WOULD YOU DO AND SAY IN A CASE OF THIS KIND?

This is a situation that requires careful handling if the sale is to be made. Yet some such situation arises in the course of nearly every negotiation for the sale of a stove. Hardware and Metal is offering two valuable and appropriate prizes to the clerks who can suggest the best means of selling this stove.

First prize—A copy of "Window Dressing Manual." Price $3.50.

Second prize—A copy of "Hardware Window Dressing." Price $2.50.

Conditions of Contest.

The contest is open to any clerk in any Canadian hardware or stove store.

The competition will close at 1 p.m., August 22, by which time all entries must be in the hands of the "Contest Editor," care of Hardware and Metal, Toronto.

Entries must be in the shape of essays containing not more than four hundred words. They should briefly outline what the clerk would do and say, in his efforts to sell a stove to this couple.

"Cook-rite" is, of course, a fictitious name, and may refer to whatever line is featured by the clerks' employer.

Entries will be judged from three standpoints. First, by the manner in which the situation is sized up—which we may call "sales strategy;" second, by the arguments advanced for buying a "Cook-rite" range without delay—which we will call Selling Argument; and finally by the language used. Marks will be assigned as follows:

Sales Strategy—40 per cent.
Selling Argument—40 per cent.
Language—20 per cent.

The Prizes Described.

The first prize, "Window Dressers' Manual," is the most recently issued work on hardware window displays. It contains half-tone illustrations of dozens of windows which have taken prizes in the "American Artisan's" window display contests. A description of each window is included, and is such that any window dresser could adapt it to his own display.

The second prize, "Hardware Window Dressing," has long been a standard on this subject. It is also copiously illustrated with cuts of high class hardware windows, each of which is carefully described.

While the chief value of the contest will be in the training it will give every contestant for the fall trade, the prizes are well worth striving for, and every ambitious hardware clerk should desire one of these books.

THE SECRET OF STOVE SELLING.

There is scarcely any use in repeating that the salesman must know his goods before he gains a higher efficiency. That truth has been hammered home so often that it has become almost a commonplace, and everyone who has made any kind of study of salesmanship recognizes its importance. It is just as applicable to stove selling as to any other phase of the selling game, but besides knowing his store the salesman should have supreme confidence and genuine enthusiasm in it.

The other day Hardware and Metal was talking to a successful young hardwareman who has done remarkably well with his stove department. In fact, it is doubtful whether there is another stove store in a town of similar size where so many stoves of the particular make this dealer handles are being sold each year.

"When I first opened my store," he confessed to the editor, "I didn't know much about stoves, and had never sold one in my life. My experience had been gained in a Toronto hardware store where stoves were not handled.

"Before selecting my line I looked around very carefully, until I had been convinced that one particular make possessed the best selling points, and was as good value as could be bought. The

Concluded on Page 50.

News and Methods of Canadian Hardwaremen

Merchants' Day a Big Success in St. John—Featuring Sale of Binder Twine—Annual Store Picnic Develops Loyalty.

MAKING SUCCESS OF "MERCHANTS' DAY.

St. John, N.B., July 31.—John E. Wilson, M.P.P., hardware dealer, of Sydney street, accompanied by Mrs. Wilson, returned this week from England, where they were attending the coronation festivities. At their summer residence a number of friends gathered, and presented to them as a token of friendship a handsome cut glass vase and stand.

Dealers in Sackville, N.B. report that they did a fine business this week on the day set apart as "Merchants' Day." This is an event which has grown in popularity in that city and is looked for ward to by the people and dealers alike. Special rates were offered over the railway lines and a general good time was indulged in, while the merchants advertised extensively that they would give special bargains to buyers on that day in all lines of goods. Trade at this time of year is usually slack, and the purpose of holding this day is to stimulate business, and in this, the merchants feel they more than were successful.

The clerks of Moncton, N.B., are now banding themselves together in a protective association, and will probably elect officers at their next meeting. They have as their objects, their advancement, business interests, and protection, and their success is fully expected.

It is possible that the firm of T. S. Simms Co., manufacturers of brushes, brooms, etc., may be induced to remain in St. John. Endeavors are being made by those interested to have the plant remain here, instead of being removed to Fredericton, and if a suitable site can be secured the firm will not make a shift. It is felt that this difficulty can be overcome.

OFFERING PRIZE FOR BEST FISHERMAN.

The commercial travelers who make their headquarters at London, Ont. will hold their auual picnic at Port Stanley to-day (August 5th).

It is said that over 1,000 travelers reside in London, and the stories they tell of their prowess as fishermen, indicate that the waters around Port Stanley will be drained of their finny inhabitants on this occasion. To settle the question of who is the best fisherman of the London travelling fraternity, the Hobbs Hardware Co. have offered a handsome fishing rod as a prize to the one who makes the largest catch.

Elaborate precautions are being taken to prevent contestants from purchasing or otherwise securing fish for their string, except through their own cunning. Inspectors will be on the lookout and no deviation from the truth will be allowed. At four o'clock, declarations of catches will be made at the office of the Invererie Hotel. The contest is sure to be a spirited one.

TAKING OVER STOVE BUSINESS.

The stove foundry of Bowes, Jamieson & Co., Hamilton, has been taken over by an incorporated company, Bowes, Jamieson Limited, which will be under the active management of J. R. and J. W. Jamieson. Both these gentlemen were with the firm of Bowes, Jamieson & Co. some years ago, and are throughly experienced in the stove business, having been connected with it since 1901. James Jamieson, former manager, is retiring from the business.

The new management report they are running their factory full swing, and that the orders already booked, assure for them a busy fall season.

FEATURING BINDER TWINE.

Palmerston.—J. B. Skelton is not allowing the people of this district to forget that he handles binder twine, in his hardware store. A huge heap of the twine was piled in front of the store so that nobody who visited the town could fail to see it, and, to further impress the completeness of the display, Mr. Skelton had it photographed and reproduced in his advertisement.

An idea of the size and solidity of this heap of twine, is given by the fact that three men are comfortably seated on the top, and there is room for several more. The advertisement in which this display was illustrated occupied space at the top of the front page in the local paper. Announcement is also made in this ad., that Mr. Skelton's store will be open every Wednesday evening until after harvest,

HARDWARE FIRM'S ANNUAL PICNIC.

Preston, Ont.—Among the expedients adopted by Bernhardt & Gies to promote a spirit of loyalty among the large staff of their hardware and plumbing establishment, the annual picnic has proven to be one of the most successful. This year, the picnic was held at West Side Park, Waterloo, on July 25th. A most enjoyable time was had in games, races and other amusements. In the football game, married men vs. single men, the former proved themselves to be genuine kickers, but, in the baseball game, the single men had their revenge, winning by 13 to 10.

Bernhardt & Gies entered a baseball team in the Manufacturers' League this season, and are now leading the league. Mr. Bernhardt himself is a baseball star.

PATENTS GRANTED.

Among the patents recently granted on inventions of interest to the hardware trade are:

H. H. Vaughan, steamboiler superheaters; L. Bouchard, log grapplers; A. Darrach, back stops for sliding doors; J. Markstedt, belt or band clasps; N. Vuklund, lead binders; J. A. Routhier, paint vehicle and furniture polish.



This Shows How J. B. Skelton, Palmerston, is Featuring Binder Twine.

HARDWARE TRADE GOSSIP

Ontario.

E. O. Hodgson is opening a hardware store at 322 Royce st., Toronto.

The Jones Hardware Co., Uxbridge, are installing a new 80 horse power boiler in the planing mill.

J. B. Reid, sales manager of the Kennedy Hardware Co., is taking in the Mackinac trip, on his annual vacation.

Kenneth Richardson, who has been with Taylor Bros. at Lanark, has accepted a similar position with an Ottawa firm.

The merchants of Galt had a very successful picnic to Grimsby Beach on Thursday of last week. About 1200 people attended.

McClary Mfg Co.'s baseball team lost their game in the London East End League, Saturday, St. John's A.C. beating them 4 to 2.

Geo. Taylor and son, of the George Taylor Hardware Co., New Liskeard, are expected to arrive home from their European trip this week.

In the London Commercial League, the Hobbs Hardware team defeated Whites by 3 to 2, last Wednesday. Clark held the losers hitless, and struck out ten men.

Hamilton & Stott, St. Thomas, report a very successful furnace season. They have made a special bid for this business, and have closed a large number of contracts.

Chalmers Bros., Palmerston, are advertising binder twine and openly comparing their prices with those of the T. Eaton Co. The comparison shows an advantage of 40 cents per 100 lbs., by dealing at home.

The National Electric Heating Co., formerly located at Galt, have taken possession of a new three-storey factory building on Queen St. East, Toronto, and have commenced business with quite a number of hands.

Quebec.

F. Dowling, of Caverhill, Learmont & Co., is absent on his holidays.

A. A. Bittues, gen. mgr. of the Gillette Safety Razor Co., is spending this week in Boston,

T. H. Jordan, vice-president of A. C. Leslie & Co., has left for a three weeks' vacation at Old Orchard, Maine.

C. M. Strange, sales manager for Lewis Bros., has left for Portland to spend a two weeks' vacation on the Maine coast.

A. MacDougall, of Sudbury, S. Bourgeois and U. Boucher, of St. Hyacinthe, were among the visitors to the wholesale houses this week.

Visitors to the salesrooms of Caverhill, Learmont & Co. will regret to hear of the sudden death of John Brown at his home on Tuesday last.

Arthur Tritsch, general manager of the International Distributing Co., returned to-day from Toronto, where he has been for the past week on business.

E. Turner, who has been managing the safe department of the Canadian Fairbanks Co., has been transferred to a similar position at the company's plant in Farnham, Que.

One of the employees of a large wholesale house in Montreal, when asked by a Hardware and Metal representative whether he had any news of any account to relate replied, "No, except that we are working four nights a week." This was taken to mean that business was good.

G. L. Elmes, hardware merchant, suffered a total loss in the fire which destroyed the business section of Farnham, this week. This is the second time within a year that Mr. Elmes has had his store demolished from the same cause; the previous occasion being some months ago when a large part of the town was wiped out. Other hardware dealers who suffered are E. D'Artois and J. A. Decelles. Par. P. Felix, of Granby, was in Montreal this week.

Western Provinces.

C. S. Hill has added another storey to his hardware store at Radville, Sask.

The Manitoba Linseed Oil Mills, situated at St. Boniface, were recently slightly damaged by fire.

The ratepayers of Battleford, Sask., have carried a by-law to bonus an iron works which is about to locate there.

Hoshal, Carmichael & Co., of Weyburn, have been adding a tinsmithing department to their hardware business.

In a disastrous fire which swept over the main business portion of Grand Forks, B.C., Manly's hardware store was completely destroyed.

E. Troughton, Lumsden, Sask., has removed his stock of furniture, above his hardware store. Mr. Troughton has been making estensive additions to his building.

E. C. Scott & Co., of Kelowna, B.C., have admitted D. C. Foster to partnership in the business. The firm will now be known as the Kelowna Hardware and Specialty Co.

Morrin, Thompson & Co., Phoenix, B. C., are building an addition to their already large establishment. The addition is to have a frontage of 25 feet, and a length of 52 feet. It is intended to be used exclusively for the hardware branch of the business.

Maritime Provinces.

Wm. Dixon, traveler for Messrs. T. McAvity & Sons, St. John, is now making his trips in an automobile

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A VISITOR FROM FORT FRANCES.

W. G. Johnson of the Fort Frances Hardware, Fort Frances, Ont., was an interesting visitor at the Toronto office of Hardware and Metal this week.

Mr. Johnson, who is accompanied by his wife, is a delegate to the Grand Lodge, I.O.O.F., which will go into session at Niagara Falls next week. Before leaving on his trip he was presented by the Fort Frances lodge with a veteran's jewel, commemorating his twenty-five years' service in the order.

Another badge of which Mr. Johnson is rightly proud is the '85 Veteran's badge, fashioned from the copper of the battleship "Victory." Mr. Johnson was a member of the 90th Batt., which was active in suppressing the Rebellion of 1885.

It is 35 years since Mr. Johnson visited Toronto, and that he is enjoying the trip goes without saying. He reports that business is steadily improving, the tinsmithing contracts being especially heavy this year.

RETIRING SUPERINTENDENT HONORED.

Fred W. King, who for the past eight years has been superintendent of McClary Mfg. Co.'s foundry at London, Ont., has resigned his position there and is removing to Fort William.

Before leaving, he was presented with a gold headed cane, an umbrella, traveling bag and traveling companion, by the members and employes of the firm.

The presentation took place in the library of the foundry. President John McClary and Col. Gartshore addressed some highly complimentary remarks to Mr. King to which he made an appropriate reply.

Mr. King came to McClary's from Detroit, and while here has rendered efficient service in his department.

LEAVING FOR REGINA.

Milton Blewett, of the Peterborough Hardware Co., Peterboro', has withdrawn from that firm with the intention of moving to Regina, where he will reside in future.

Mr. Blewett has been with the Peterborough Hardware Co. ever since the organization of the present firm, and was an officer of the company. He has been one of the most popular young business men of Peterboro', and his activities outside the business, have made for him a very wide circle of acquaintances.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 54.

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Eased off 2 cents.
White Lead—Advanced 15 cents.
Pig Lead—Advanced 10 cents.

Toronto.

Tin—Now Quoted 45 cents.
White Lead—Advanced 15 cents.
Linseed Oil—Declined 4 cents.
Turpentine—Now quoted 74 cents.

MONTREAL.

Montreal, Aug. 4.—The markets this week present an unusually quiet appearance and the fact that the dull season is here is shown very plainly by the small amount of business which is being done. Small orders are, of course, coming in in a desultory fashion but there cannot be said to be any sign of activity. This state of things is only what may be expected at this time of year and it may be said that from the way things are pointing business this coming autumn will not fall short of expectations.

Tin.—Tin has been very quiet, and there are no changes of any kind, in fact the market is in practically the same condition as last week. Jobbers describe the market as "easy."

Lead.—The strengthening in this market which has been shown during the past weeks resulted in a further advance of 10c in the price of lead. It cannot be said that the business done has amounted to very much as all parties sem to have a tendency to refrain from buying but it would be very difficult to make any statement as to what turn the market is likely to take.

Spelter reports state that the supply of spelter is felt to be a little scarce and as the demand which has been in evidence during the past few weeks has in no way diminished, it may follow that if the conditions do not change before long a rise in price will be the natural result.

Copper.—Copper remains unchanged and the conditions are the same as last week, no confirmation having been received of the reports of impending reduction. The demand is stated to be fair.

Pig Iron.—This market has shown the same lack of activity which seems to have characterized the whole market this week. It may be said, however, that for the time of year trade is quite up to the average. No changes in price have been noted either in the local or foreign markets and we repeat last week's quotations as follows: On dock Montreal; No. 1 Summerlee, $20.00; select Summerlee, $19.50; soft Summerlee, $19.00; No. 3 Cleveland and Clarance, $15.50 to $17.00.

Scrap Material.—No changes have taken place and quotations remain as follows:—Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, August 4.—The metal situation this week, shows many interesting features, chief among which is the extraordinary strength of lead and spelter. These metals have, for the moment, usurped tin's position as a market leader, and with stocks light on every hand, and a strong demand on the part of consumers, there is every reason to suspect that the present situation will continue for some time.

With the approach of the fall buying season, business in metals is steadily improving, and many of the consuming interests who have been slack during the spring and summer, are now coming into the market with good inquiries.

Tin.—Since our last report, the syndicate controlling the tin market have eased up a little on spot, to concentrate their attention on futures. As a result of this spot tin has dropped locally to 45 cents per pound, but is steady at that price. In the meantime, futures, on the London market are £3 per ton higher than at this time last week. This fact would show that the syndicate are planning to prolong their control for some months to come. It will be some time before we will hear the last of this, the greatest coup in the history of metal markets—a coup which was renedered feasible by the prevailing cheapness of money.

Antimony.—Trading in this metal continues to be very small. Prices are nominally unchanged, but there is practically no business being done.

Plates and Sheets.—A very satisfactory business has recently been done in this line, and it is steadily improving. Prices are unchanged but steady, and indications point to a large fall trade.

Copper.—Conditions are about the same as at our last report. So far as volume of business is concerned, no complaint is heard among metal men, but everyone is selling on very close margins and profits are microscopic. In the United States domestic business is said to be disappointingly dull, but the tremendous exports to Europe, tend to prevent any price reductions. It is impossible to make any prediction as to the future of copper, but, when the long expected trade awakening occurs in the United States, there will no doubt be a scramble among buyers which will give producers and merchants, an opportunity to increase their margin of profit.

Pig Iron.—Both stove founders and implement manufacturers are very busy, and are consuming unusually large quantities of pig iron. Moreover, the foundries devoted to general work which have been slack for some months past, are now feeling a quickening of trade, and are coming into the market. Prices are unchanged as follows: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—Stocks of this metal are very light, and as consumers are manifesting a strong desire to buy, the situation is unusually firm. Lead is also in the hands of a strong syndicate and there is no immediate prospect of a lowering in price, which is still quoted at $3.85.

Spelter.—Last week's advance has been well maintained, and, if anything the situation is stronger than ever. It is next to impossible to secure the fine foreign brands of spelter at present. Local firms who are usually well supplied with Silesian and V. M., consider themselves fortunate to have a small lot of American on hand. Canadian consumers are not taking very kindly to the enhanced values, and many of them are holding back in the expectation of a drop. The best metal authorities, however, cannot see any warrant for their action as spelter seems bound to maintain its position for some time.

Old Metals.—There is a strong volume of business being done. Present quotations are:— Heavy copper wire, 10½c to 11c; heavy red brass, 7½c; heavy lead, $2.90; light copper and bottoms, 9¾c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

OILERS.

A well-printed catalogue of oilers, tallow pots, engineers' sets, torches and similar goods, has come to us from the Maple City Manufacturing Co., Monmouth, Ill. This catalogue is illustrated throughout with handsome half-tone cuts, and contains a great deal of useful and interesting information. A feature is made of the Auto Pump Oiler, made by this firm, which should prove acceptable to operators of automobiles, motor boats and stationary engines.

HARDWARE MARKETS

MONTREAL.

Montreal, Aug. 4.—This being what might be termed the between season time, it is only to be expected that the trade would not show any great amount of activity at the present time.

The fact that some of the travelers are still on their holidays, doubtless tends to keep trade a little quieter than it would otherwise be.

The wholesale houses, however, state, that for the time of year things are infinitely better than would naturally be expected, and that business is a good deal above the average for this season.

In a few days practically every traveler will be back on the road, and from the very optimistic tone of the several jobbing houses, it may be expected that the showing this fall will compare more than well with that of past years.

At the present time harvest tools are holding top place and are very much in demand. Ammunition is also very well to the fore, while quite a number of orders have been received for winter lines such as skates, etc.

Household Goods.—The demand for this line continues very brisk and a large amount of business is being done. Orders are coming in with steady regularity and satisfaction is pronounced on all sides. We quote a few lines as follows: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1 qt., $1.50, 2 qt., $1.65, 3 qt., $2.05, 4 qt. $2.50, 6 qt., $3.15, 8 qt., $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz., Universal, $37.75 per doz., Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c. per set, nickleplated, 87½c. per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Contractors' and Builders' Supplies.—The steady trade which has been done in these lines is still maintained and business is reported as being excellent, no changes are noted and the following prices are quoted:—For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second the same discount is allowed, and for the third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy fullbolted, $22.50; drag scrapers, $5.75 and upward.

Sporting Goods.—It is evident that the trade are preparing for the fall trade in sporting goods lines in a serious manner. The trade in guns, ammunition and accessories to these lines is said to be very brisk. The hunting season is now approaching very quickly and doubtless those dealers who are in a location where a business of this kind is done are determined to make the most of their opportunities.

Enquiries for skates and other winter lines are reported to be coming in in a very satisfactory manner.

Harvest Tools.—In spite of the fact that it would naturally be supposed that the call for this line would have subsided to a great extent, the jobbers report that they are still receiving a large number of orders for harvest tools which may be accounted for by the large crops which are promised. We quote a few prices:—Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field and garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz.; snaths, 40 p.c. discount.

TORONTO.

Toronto, Aug. 4th.—In spite of the fact that August is almost invariably a dull month, local jobbers report a most satisfactory volume of trade this week. All indications point to a continuation of this favorable condition until the awakening of the fall rush.

Seasonable Goods.—Business is mostly of a sorting-up variety, as there are few lines which may be described as peculiar to this season of the year. The sorting orders which are coming to hand, go to show that the trade have pretty generally disposed of their early season purchases.

Household Goods.—The steady flow of orders for enamel and graniteware does not indicate any early adoption of the paper cookery idea. Although yields of fruit of all kinds are distinctly short of normal, the preserving season is at hand, and there will be a continued demand for saucepans and kettles for some weeks to come.

Harvest Tools.—This is one of the most active lines in the Toronto wholesale warehouses. The harvest is now on, and many dealers find that their advance purchases were not heavy enough to meet the requirements of their trade.

Heavy Hardware.—The same healthy tone is manifest as has been shown for some time past. Present quotations are: Discounts on carriage bolts, 3-8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7 1-8.

Builders' Hardware.—The records which are being made in the building permits of nearly every Canadian city naturally occasion a large business in builders' hardware of all kinds. Orders of satisfactory size are being received for practically every item on the list of builders' hardware.

Stoves and Heating Goods.—The prospect of a stove scarcity is encouraging the early placing of orders. The demand from Western Canada is particularly strong, and it looks as if all Canadian stove foundries would break past records this season.

Summer heating goods are not in as large demand as earlier in the season, but sorting orders are still coming to hand.

Sporting Goods.—The demand for guns and ammunition has not yet assumed fall trade proportions, and the season for summer sporting goods is now past, so far as wholesalers are concerned. Business in this line is therefore quiet at present.

Hardware Letter Box

Malleable Castings.

Black Bros., Minnedosa, Man.—"Will you kindly give us the names of firms in Canada who make malleable castings?"

McKinnon Dash Co., St. Catharines, Ont.; Fittings Limited, Oshawa, Ont.; Galt Malleable Iron Co., Galt; Ontario Malleable Iron Co., Oshawa; Pratt & Letchworth, Brantford, Ont., Smith's Falls Malleable Castings Co., Smith's Falls, Ont.—Editor.

Lemon Squeezers.

A. M. Bell & Co., Halifax, N.S.—"Can you give us the address of the makers of the King Lemon Squeezers?"

Can any reader furnish this information?—Editor.

Heating System.

Alberta School Supply Co., Edmonton, Alta.—"Can you give us information on a heating system known as the Waterbury? We would like to know the names of the makers, and whether they have any Canadian agents?"

Can any of our subscribers give the desired particulars.—Editor.

Valves and Couplings.

Salmo Trading Co., Salmo, B.C.—"Please tell us names of Toronto, Hamilton and Mnotreal firms capable of supplying large quantities made to order bolts, valves, heavy iron pipe couplings, etc."

Toronto.—Canada Foundry Co., Dart Union Co.; Jas. Morrison Brass Co. Hamilton.—Steel Co. of Canada. Montreal.—Jenkins Bros.

The Western Hardware Market Situation

Optimism on All Sides—Exceptional Demand for Binder Twine —No Price Changes.

Winnipeg, August 2.—With the advance of the summer and the continuation of the mild weather, much speculation is being indulged in in regard to the success of the growing crop. It is a well-known fact that the prospects are not just as bright as they were two or three weeks ago, the much-prayed for warm weather not having been received until the last week or two. Even then, it was not as warm as one might wish, but in many of the higher sections of the country the grain has been ripening rapidly. Harvesting of barley started in a few sections in Manitoba last week, and it is expected that the cutting of wheat will start this week. The first harvesting excursion over the C. P. R. is expected to arrive in Winnipeg on Saturday, and the harvesters will be immediately rushed out to the districts that are farthest advanced.

Optimism, however, is still the motto of the hardware trade and from all sides good reports are being received. One large wholesale firm reported to-day that they were completely out of binder twine, and had to turn down orders for five or six carloads. The same firm reported that their representatives throughout the entire West stated that the crop was in good shape, and providing they could obtain three weeks of good warm weather, an exceptionally good harvest would be insured. Cutting would be general in some sections in two weeks. The weather during the last two weeks had been favorable, and was continuing warm and bright. Should the crop turn out well this year, they expect the biggest fall business in the history of the province. It is always the tendency of the country merchants to hold off just at this time, before ordering larger supplies, to make sure that the crop is safe. Trade so far this year has been slightly ahead of last year, and from now on a big difference is expected. Last year owing to the drought, a considerable falling off was noticed in the fall trade, but this year from the present outlook, considerable increase is anticipated.

Prices in the various lines are holding exceptionally steady, there being no change whatever this week. Quotations are as follows:—

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24 $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.50; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in.; $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting.—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc.—Casks, $8.25; broken lots, $8.75.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach, 65 per cent.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $13.50; ½ box, $8; I. X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; oiled, 10c. extra; bright iron $3.20 base; brass spring wire, base, 23c.; plain galvanized iron, Nos. 6, 7 and 8, $3.50; No. 9, $2.90; 10, $3.60; No. 11, $3.70; No. 12, $3.10; No. 13, $3.40; No. 14, $4.25.

Paints and Oils.

Paints and Oils.—There is absolutely nothing now in the paint or oil trade. A good steady demand which can be easily supplied is now in existence. Turpentine still holds at 85c per gal. in barrels, and 95c in 5 gal. cans. The decline in linseed oil appears to be a thing of the past now, as a much stronger market is in existence. Prices quoted are $1.15 for raw, $1.18 for boiled per 9 lbs.

Gasoline.—There has been practically no change in gasoline for the last few weeks, previous quotations still being in existence.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c.; Searchlight, 20½c.; Red Rose, 23½c.; Keystone Special, 18c.; Penoline, in bulk, 19c.; Silverlight, in bulk, 15c.; Acme lamp, in bulk, 27c.; White Rock, in bulk, 22½c.; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

Methods of Retailing Paints and Varnishes

Some Paint Opportunities that Dealers Miss

Many Specialties Would Carry Good Profits if Stocked and Pushed—How a Prospect Searched in Vain for Marine Paint —Large Stocks Not Essential.

That there are many hardwaremen who are not getting the most out of their paint department, was shown by an incident which came before the writer's notice a short time ago.

A gentleman in a prosperous Western Ontario city wished to buy some paint for his motor boat, and, for fear of making some mistake in purchasing the material, he made inquiries among his boating friends as to what particular kind of paint should be used for this purpose.

Now, although this particular city is inland, it is situated on a river where there is considerable boating. There are canoes innumerable, many row-boats and several motor boats, and as these boats should all be painted every season, one would naturally expect that at least one of the up-to-date hardware stores of the city, would look out for this trade. In fact there is no reason why this department should not be pushed in such a way that every one of the boating fraternity would know what to buy for his painting needs, and where to buy it.

However, the prospect in question consulted his friends, on the subject. He wanted to paint the boat black, and everyone told him to be sure and buy "black marine paint." This paint, they told him, would dry quickly, would spread evenly without showing any brush marks, and would make a finish somewhere between a high gloss and a dead flat, such as is desired on boat hulls. But they all added: "I don't think you can buy marine paint in this city. You'll have to send away for it."

He Went the Rounds.

This particular boatman was himself a merchant, and had great faith in the completeness of stocks in his own city. He therefore scoffed at the statements of his friends, and determined to do his buying at home.

So he went the rounds of the half dozen hardware stores in his city, asking for black marine paint. And he was disappointed. Some told him they didn't know of any special marine paint. Others said that they had not been asked for it previously, and therefore didn't carry it in stock. At any rate, none of them had what he wanted, though several ventured to suggest the use of other lines they had, which they thought might do the work.

The result was that the prospect came home with a can of black ebamel, which is a very excellent material for brightening up kitchen chairs, and for several other household durposes, but it wouldn't exactly give the desired effect on a motor boat.

Numerous Paint Specialties Available.

Marine paint is only one of a great number of specialties prepared by paint manufacturers, for which the trade should find a ready demand, and which carry a much better percentage of profit than staple paints and oils. For the most part, they are put up in small packages, and to lay in a stock does not mean tying up a great deal of capital. Neither does it mean taking up much space on the shelves.

What it does mean is push. Every opportunity should be taken of letting the public know that these goods are on hand, and how they may be used to renovate and improve various articles. The clerks should be trained to suggest their purchase, to every customer of the paint department, but especially to property owners and householders.

Above all, the manufacturers' advertising material, which is so plentifully supplied to the dealers, should be carefully distributed where it will do good. A folder enclosed in a parcel, or a color card handed across the counter with the request that it be kept for reference, will repay this slight trouble over and over, later on, when the customer commences to buy the goods described in these circulars.

Something Doing in the Fall.

The time is rapidly approaching when people will have to spend the bulk of their time indoors. The annual fall decorating and renovating will soon be in full swing, and, for the hardwareman who orders his goods in advance of the season, the time is already at hand for placing his specifications. In planning the fall campaign, it will pay to think over the possibilities of these numerous paint specialities. If it is decided to stock them, a determination should also be reached to give them a fair trial by pushing their sale in every legitimate way.

Large Stocks Not Required.

It has already been mentioned that large stocks are not required, in order to keep up with the procession in the sale of paint specialities. In fact, the careful buyer will only specify a moderate sized lot of representative shades, knowing that the stock can be easily replenished. The Canadian paint manufacturers have so improved their distributing facilities during the past few years, that there are few merchants who are not within easy reach of a warehouse, and goods that are wanted can be brought in at short notice.

PROPER USE OF ADVERTISING MATTER.

One of the leading paint manufacturers in a recent issue of its house organ, had this to say about this important subject:

Mr. Dealer:—Have you made provisions for taking care of the advertising matter which your paint manufacturer sent with your spring order or is it laying in a box stowed away in a dark, dingy corner accumulating dust and dirt?

Do you realize that every sheet of paper that has plain, black ink on it and every color card costs money? Do you realize they will bring you returns, if properly used, otherwise, it is wasting money of the manufacturer?

If no adequate provision has been made to properly keep the advertising matter for distribution, then make such provisions now and do not let that which you have received go to waste and then when you want some, have to either distribute a dirty piece of advertising matter or send for a new supply.

The proper way to do as soon as the advertising matter is unpacked, is to put it in the receptacles provided for its safe keeping until it is distributed and instead of waiting for people to call for it, there should be provisions made for its distribution at given periods. The wide-awake dealer will have a carefully selected mailing list and at least once a week will have some class of advertising matter sent out. This is not supposed to be kept up throughout the year but it certainly should be continued throughout the spring and fall months and then in the winter and summer, special features can always be presented at certain intervals.

The point it is desired to emphasize here is to prevent destruction of advertising matter and to emphasize its value when properly distributed. Do not allow it to be destroyed and then wonder how it is your competitor is doing all the business. Keep an up-to-date store yourself and you will know the answer without asking it.

THE SECRET OF STOVE SELLING.

Continued From Page 43.

more that I studied that line of stoves, the more enthusiastic I became over them, and, in my own mind, I couldn't see how any prospective buyer could fail to recognize its good points as I did.

"Still, I felt uncertain of my ability to sell the carload of stoves I had ordered, and it was with a good deal of trepidation that I approached my first stove prospect. I made the sale, however, and didn't have much difficulty over it either. I found that I knew the stove like a book, and could readily brush aside any argument the prospect advanced against it.

"Since then I have had many a tough nut to crack, but I have been almost invariably successful in closing the order when the prospect really meant business. Very few people come in to look over my stoves without buying before they leave the store.

"I attribute my success in stove selling to the intimate knowledge I have of my line, my own confidence in its superiority, and the bull dog tenacity with which I keep after my prospects until I have communicated some of my enthusiasm to them."

Suggestions in Color Combinations

Dealers Should be Prepared to Assist Customers in Selections—Some Colors That Cannot be Matched—Co-operation of Manufacturers Sometimes Advisable.

The dealer is frequently requested by customers to assist in the proper selection of colors in painting houses, fences, outbuildings, etc. His judgment being requested, it is not infrequent his choice is accepted and in many cases where good judgment is used, it leads to many other sales of paint, as neighbors passing by a newly painted house, the colors of which have been carefully selected, will stop to ask where the paint was secured.

In cases of this kind, the house-owner invariably tells his neighbor where the paint was bought, and adds that the dealer was kind and helpful in making the selection and this is elaborated on to a greater or less extent, which is all to the dealer's credit or, in other words, it is a live advertisement for his store. If, on the other hand, a poor selection is made and the house owner becomes dissatisfied with it, it is sure to prove disastrous to the dealer. For this reason, a careful study of conditions is required.

The writer knows of many amusing instances which have happened when called upon to assist in making the selection of colors. It might be stated at this point that a paint manufacturer never likes to match up special colors and the largest of them absolutely refuse to do so. However, many of our readers, no doubt, have been called upon to supply special shades and in some instances have been compelled to submit samples of silk, cotton and other textiles to the manufacturer in order to show the desired tint.

While paint is made in all colors, it is impossible to get the aniline dye effect, which is obtained in textiles and a manufacturer always feels like saying something unpleasant when samples of this kind are submitted. As far as possible, submitting samples of this character should be avoided. When a customer asks what color he should use for his home, the dealer or the store salesmen should, if they are not acquainted with the property, ask for a description of the buildings, etc. The style of architecture and general surroundings should be inquired into. This should be studied with care, if the right kind of a combination us to be suggested, and one which will bring credit rather than discredit upon the house.

It should, therefore, be kept in mind that light colors are inclined to make a house look large and dark colors, small. On the other hand, if adjacent buildings are light, dark colors are sometimes necessary in order to make a contrast. Where there is an abundance of foliage, green shades should especially be avoided and browns and other heavy colors as far as possible. Where there is not so much foliage, grays, greens and browns can be used to good effect. Where a low house is to be painted, its size can, in appearance, be increased by painting the upper part with a dark color and the lower part a light one. Where there is a lot of grill work and other fancy mouldings, etc., it should be painted in a very simple manner and with little or no trimming.

Manufacturers frequently supply color pads where the various colors can be put together alongside of each other and in this way a very good idea of how the colors will appear side by side can be secured.

If a particular job is to be done, it might be a safe proposition for the dealer to submit photographs and other helping points to the paint manufacturer so as to secure their idea as to a color combination, as many of them maintain art departments for this purpose. It does not pay to take any chances. A little delay in the first place will often result in a beneficial manner ultimately.—Paint, Oil and Drug Review.

PRIZES AWARDED IN WINDOW DISPLAY CONTEST.

In order to call the attention of the retail dealers to the value of their store windows and to promote and develop an interest in the actual cash value of window displays as an effective means of advertising, the Glidden Varnish Company, of Cleveland, Ohio, and Toronto, Ont., recently offered $1,000 in prizes for the best special window displays, the contest closing June 30th, 1911.

Each contestant took photographs of his window display and forwarded them to the Glidden Varnish Company, where their relative merits were passed upon and the prizes awarded accordingly.

The Canadian prize winners, were as follows :

Class A, $10 prizes.—Stanley Mills & Co., Hamilton ; Henry Morgan & Co., Montreal ; Maison Jean Paquette, Montreal.

$5 prizes.—The Notre Dame Hardware Co., Montreal.

Class C., $10 prizes.—G. A. Binns, Newmarket, Ont. ; J. M. Taylor, Pembroke, Ont.

$5 prizes.—A. A. Latham, Moose Jaw, Sask. ; James Milne, Chesley, Ont. ; Sinclair Bros., Paisley, Ont.

FIRE IN OWEN SOUND STORE.

Fire supposed to have been due to spontaneous combustion broke out in the hardware store of R. P. Butchart Bro., Owen Sound, Friday morning of last week. The fire was discovered when but a small flame, by one of the employees, who went down to the oil room for some pitch. It was first noticed as a mere gleam of light, but, upon the door being opened, the air began circulating, and fanned the little blaze. Help was speedily summoned, and a fire alarm sent in. The flames spread rapidly, and, for a time, the destruction of the building was feared. However, the firemen ultimately stopped their progress, and the loss, which is covered by insurance, will not amount to more than a few hundred dollars.

APPRECIATE PRACTICAL SUGGESTIONS.

West & Creighton, Ferintosh, Alta., write of Hardware and Metal as follows :

"We are greatly pleased with your paper and would not be without it for twice the price. It certainly gives us bright ideas and practical suggestions, and no hardwareman should be without it."

3 Profit Earners FOR ALL PAINT DEALERS

M L Paint comes in a great assortment of shades, outdoor and interior finishes. Just meets your market, and a customer can't make a mistake, because it's the easiest to use and handle. You get the benefit and the profit of handling a satisfactory paint of high quality. Sell poor paint—you get the blame.

M L Floorglaze is a floor finish, an interior finish, an outdoor finish in one, and self-varnishing at that. Saves the buyer trouble. Makes a scratchless finish of high gloss. Easiest to use and a great seller, well advertised by us.

The M L Line Pays Dealers

Elastilite Varnish

A varnish finish that won't mar easily, that brushes well, that gives a high surface in amateur hands. Dealers that sell it sell absolute satisfaction in every way as to finish.

Get our Dealer Proposition, samples and color cards.
Address nearest branch to you.

IMPERIAL VARNISH AND COLOR CO., LIMITED

108 Princess Street, WINNIPEG — 6 to 24 MORSE STREET, TORONTO — **524 Beatty Street, VANCOUVER**



TRADE MARK — MINERVA

Handle the Paints and Varnishes of a Reputable Manufacturer.

MR. DEALER: Your immediate profit is not the most important item in the selection of various lines for your business.
An ordinary paint or varnish that offers you a large margin might eventually prove to be your loss.
It's a good honest brand with a reputation behind it and a liberal profit that means your success.

MINERVA

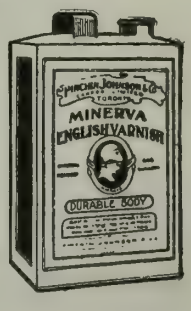
PAINTS AND VARNISHES

have always been made for exacting people. A brand that looks well and is durable.

MINERVA lines have been manufactured for 76 years and have stood the very hardest tests of wear and climatic conditions.

Large Railroad and Steamship Companies, prominent painters and decorators insist on MINERVA brands. Users like these know paint value---paint service.

The Manufacturers co-operate with you in selling MINERVA Paints and Varnishes. Besides a very attractive proposition, consistent consumer advertising is used in the press throughout the country.



IT WILL PAY YOU TO ENQUIRE FOR PARTICULARS.

PINCHIN, JOHNSON & CO. (CANADA) LIMITED — Established in England in 1834.

377-387 Carlaw venue, TORONTO, ONT.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Aug 4. — During the last week a fair amount of business is reported, chiefly in paints and colors, which appeal more particularly to the building and allied trades. Several price changes have been noticed, linseed oil having been lowered in price, and white lead showing an advance. The demand for insecticides has fallen flat, no orders having been reported except for a few scattered cases of Paris green, to be shipped to the Maritime Provinces, where the potato bug is evidently making its last stand.

Linseed Oil. — Notwithstanding the fact that the flaxseed crop conditions are exceedingly favorable, quotations for seed ran from $1.88 to $2.00 per bushel, and consequently the prices for what is termed "forward oil" are unyielding and point to fairly high price for linseed oil for some time to come. Locally and for immediate wants, the supply on hand being fairly generous, quotations have eased off 2c per gallon, and the raw is now quoted at 98c, and the boiled $1.01.

Turpentine.—There is a little improvement in the turn-over in turpentine, still, large jobbers of this article say that there is not the heavy demand which is usually experienced for this article, in view of the coming fall trade, when varnishes and Japans generally receive an impetus. Quotations are now 73c per gallon for single barrels.

White Lead.—Any one interested in the metal market must have noticed the upward tendency lately experienced in pig lead. Dry white lead, litharge and orange mineral are all quoted at enhanced figures. Naturally, ground white lead has felt the advance, and quotations are up 15c per 100 lbs. all around.

TORONTO.

Toronto, Aug. 4.—Contrary to usual tendencies, business is remarkably brisk in the paint and oil trade. About this time of the year everybody usually looks for a slump, but, far from realizing this condition, business in most lines has almost shown the proportions of a spring rush. One house reports that their shipments for August first were the heaviest for any day this year.

Trade in prepared paints has, of course, fallen off materially, but other lines have come forward sufficiently to more than offset this expected slump.

Linseed Oil.—Since last week the price for linseed oil has been reduced 4 cents per gallon, making single barrels of raw linseed oil now 98 cents and boiled $1.01. As far as the outlook in Great Britain is concerned, this reduction is more than the change in the market warrants. It was brought about by one of the houses making a cut in the price and others have followed. Buyers who will need oil in the next few weeks will do well to take advantage of this drop.

Some weeks ago there was a report that the crop of flaxseed in the Dakotas and Northern States was this year to be rather more than usual, but within the past ten days other reports have been made which indicate that the crop will only be about 75 per cent. of what was anticipated some weeks ago, and while the crop of flaxseed in the Northwest Provinces of the Dominion seems to indicate a slight increase over last year's harvest, it will not make up for the deficiency in the Northern States. Reports from India seem to indicate that the weather has been very dry there, consequently, the harvest that has been reaped some few weeks ago is likely to yield less seed than might have been anticipated.

Turpentine.—In regard to turpentine, the markets in the Southern States, Georgia and Florida, remain fairly steady. While the present price is lower than was anticipated, there does not seem to be sufficient demand to push the price up again to the figures anticipated some months ago, but at the same time, correspondents from Savannah indicate that for the month of August supplies are likely to be very much less than they were for the past two months, and as there is a considerable export trade, it is expected that the prices will be maintained at the present point, and very likely within a few weeks there will be an advance.

The price generally quoted on the local market is now 74 cents.

Rosins.—The rosin market is in a different condition, the price having been maintained so high as to induce the buyers and consumers to purchase very sparingly, and enormous stocks are being accumulated at Savannah. At the present time it is said there are over 100,000 barrels of rosin at Savannah in stock, and while it is not difficult to store rosin, yet it is believed that the speculators who have been buying will be forced to release the stocks at a pretty early date, and it will not be at all surprising if the darkest grades of rosin show a considerable decline before the month of November.

Putty.—This is a line in which seasonable activity is being shown. Standard putty is still quoted as follows:

Bulk in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—Owing to continued advances in the price of pig lead, grinders have been compelled to advance the price of white lead in oil 15 cents. Trade is quite active.

Red Lead.—The market is firm at last week's price of 4¾ cents in 100 lb. lots.

Prepared Paints.—As is reasonable to expect, there is not much business passing in this line just now, as the rush spring season is past, and it is a little early yet for the fall trade.

Varnishes and Japans.—A steady volume of orders are reported and manufacturers and jobbers have every reason to feel satisfied with the situation. Prices are firm and unchanged.

Glass.—Although the big season for glass is not yet at hand, the increasing volume of business indicates that the fall trade will be a heavy one. Market experts are of the opinion that glass will be quoted at higher prices before long.

Petroleum.—A heavy business is being done, and prices are unchanged, as follows:

Sarnia prime white, 11½c; American water white family safety, 13c; Pratt's Astral, 14½c.

STEEL MILL OPERATIONS STILL GAINING.

Cleveland, O., Aug. 3.—The Iron Trade Review to-day says:—There has been a further expansion in steel mill operations and the month of August opens with prospects of greater activity, but little encouragement is to be found in the price situation. While the improvement for the month is not uniform, the trade generally is optimistic and indications are that there will be a still further increase in steel mill and blast furnace operations in the near future. One or two companies are operating their steel mills practically full while others are not doing better than 65 to 70 per cent. of capacity. There has been a decided gain in production of pig iron by non-merchant furnaces. The Carnegie Steel Co. is operating 38 of its blast furnaces, the Cambria Steel Co. is running all of its eight stacks, and the Republic Iron & Steel Co. has nine of its 10 furnaces in blast. Basic pig iron is slightly firmer and it is doubtful whether $13, valley, could be shaded. Consumption of scrap is much heavier and moderately heavy buying is noted. Price concessions are still being offered regularly by some mills on steel bars, plates, sheets and wire products, although several manufacturers of wire and nails have withdrawn low quotations. The Riter-Conley Mfg. Co. has received a contract for a large gas holder, which will require 5,000 tons of plates

TWO WHITE LEADS

BRANDRAM'S B.B. GENUINE WHITE LEAD

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged.

It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.

ANCHOR DECORATORS' PURE WHITE LEAD

The base of which is made by the Old Dutch Process.

It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch Process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD, WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 40c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" No. 2		19 00
Middlesboro, No. 3 pig iron		19 00
Summerlee, No. 2 "		22 50
Carron, special		
Carron, soft		
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (800)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.
"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 75
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll.	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¼c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	7 50	7 50
Part casks	8 00	8 00

SPELTER.

Foreign, per 100 lb	6 25	6 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $45 00 45 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. } 7 00
" 14x60, "
" 14x65, "

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 35
" " 26 "	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9 $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamil on and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb. "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 [illegible]
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 [illegible]
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90

NAME AND DESIGN REGISTERED 1909 PATENTED 1910



MADE IN OVAL AND FLAT

BOECKH'S "STEEL GRIP" PAINTERS' BRUSHES

are the result of years of experimenting, and are without doubt the best and smoothest working Brushes to be had anywhere.

They are guaranteed in every respect.

WRITE FOR PRICE LIST, Etc.

THE BOECKH BROS. COMPANY, LTD.

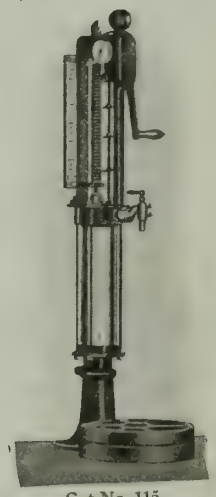
Head Office
80 York Street

TORONTO, CANADA
ESTABLISHED 1856

Factories
158 to 168 Adelaide Street West

A DOLLAR TALK
On Paint Oil Storage

How much oil is :
Soaked up in the floor?
Smeared over the measures and funnels?
Absorbed by the barrel?
Wasted by over-measure and spillage?
Spoiled by evaporation?
How much is your fire hazard increased?
The answer to these questions shows why it is profitable to buy a



Cut No. 115.

BOWSER STORAGE SYSTEM

The pump measures the oil accurately, counts the gallons and computes the charge.
No Measures nor Funnels.
The steel tanks are air-tight and fire-proof.
No danger from fire. No loss from waste.

The BOWSER Buys Itself. ***Ask for Book No. 1N.***

S. F. BOWSER & COMPANY, Incorporated

66-68 Fraser Avenue, TORONTO, ONT.

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U.S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline, single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 73	0 72
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil, " raw	0 98	1 02
" " boiled	1 01	1 05
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		5 00
Finest elastic gearing		5 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		4 25
Granitine floor finish		2 2,
Sherwin-Williams' kopal varnish		3 50
Canada Paint Co's sun varnish		2 25
" Kyanize" Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	6 00	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an ⁷ loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts			3 30
3 "	"	"	4 00
4 "	"	"	5 28
5 "	"	"	7 26
6 "	"	"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SKIS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths			2 90
10 "	"	"	3 15
12 "	"	"	3 68
15 "	"	"	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch	per gross	7 00
" " ⅞ "	"	10 00
" " 1 "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web		2 45

HINGES

Blind, discount 50 per cent.			
Heavy T and strap, 4-in	100 lb.	net	7 25
" " 5-in.	"		7 00
" " 6-in.,	"		6 75
" " 8-in.,			6 50
" " 10-in. and larger			6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 00
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
¼ x 5 per gross 2
5-16 x 5 "

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

A Word to the Dealer!

Are you selling the old-fashioned "paint-me-oftenoid" roofing, or are you selling the modern "no-paint" kind called Amatite Roofing? We are spending thousands of dollars every month in advertising to tell the consumers that the day of painted roofings is past and that they can secure at the same price Amatite Roofing *which needs no painting.* ¶ Amatite has a practical, durable mineral surface. Lay it on the roof and it needs no further care. ¶ Every practical user of ready roofings sees the point in a minute. He knows that painting roofs every two or three years is a nuisance and that it costs him money. He knows that he is liable to neglect it, or find when the time comes round that he cannot afford to buy the paint just then, or hasn't the time, and so the roof gets neglected and wears out. ¶ Show him that you have a "no-paint" roofing which costs no more than the old-fashioned kinds and you will get his order. ¶ Amatite is easy to lay, requiring no skilled labor. Nails and cement are supplied free, packed in the centre of the roll. Booklets, samples and other information on request. Address our nearest office.

Amatite ROOFING

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

The Roofing House of Canada!

2 & 3-ply
Ready Roofing
"Black Diamond" Tarred Felt
"Joliette" & "Cyclone"
Sheathing

"The House cool in Summer, and warm in Winter."

That's the line of talk that never fails to sell our Building Papers and Roofings.

They are guaranteed to be made of finest quality materials, to withstand all kinds of climates, and to be easily laid by any ordinary workman.

We also make all kinds of Wrapping Papers.

Alex. McArthur & Co., Limited,
82 McGill Street, Montreal
Western Agent:
F. J. Cox,
Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

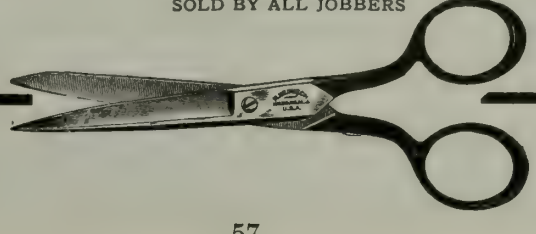
Works, DON SPEEDWAY TORONTO

HEINISCH

The above name on TAILOR SHEARS, TINNER SNIPS, SHEARS OR SCISSORS is your absolute guarantee of the very highest quality obtainable. We have 85 years' experience behind us, and the care taken in the selection of raw materials, together with correct tempering of the blades, have made HEINISCH GOODS the standard for the world. You will gain prestige with every pair of HEINISCH SHEARS you sell.

SOLD BY ALL JOBBERS

R. Heinisch's Sons Co. ***Newark, N.J., U.S.A.***



HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 85	4 10
" " 100 to 103	1 85	3 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in, wheel, 4 knives, 12 in., ball bearing, $10.00: 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¼ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1½—1¾ inch	2 70
2—2½ inch	2 60
2½—2¾ inch	2 45
3—3½ inch	2 40
3½—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅝ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 50; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 50; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hookey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian. No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TEDWELL

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer 20 per cent.	180 00

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Ricycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch 20 per cent.	61 75

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in		0 70
" " " 34 in		1 00
" " " 36 in		1 25
" " neckyokes, 36 in		1 05
" " doubletrees, 40 in		0 95
" " lumbermens, 44 in		1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

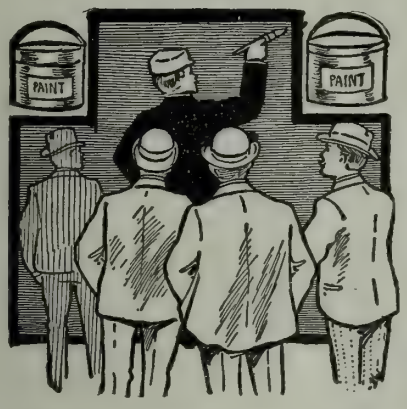
WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

ABOUT WHITE LEAD



When you have trouble with those other leads you have been buying, turn again to the popular favorite

Ramsay's Exterior White Lead

When we first introduced this lead, many others tried to follow and imitate, but they have all fallen away and left Ramsay's Exterior to control.

Do you know that in Ramsay's Exterior you get a lead that is better and whiter than any.

Strictly Pure White Lead

We have a booklet to send you that will prove it, and that means money for you.

Enquire about

Ramsay's Exterior Lead

A. RAMSAY & SON CO.

MONTREAL

Established 1842

Trade Mark Reg'd 1877

"DOMINION"

"The Crown of Quality"

GALVANIZED CANADA PLATES

Sell "DOMINION CROWN," the Canadas with a reputation behind them.

A. C. LESLIE & CO., LIMITED

MONTREAL

Stephens

HOUSEHOLD LINES

Attract the household trade by such lines as Turpentine in bottles, Wood Alcohol in bottles, Putty in one and a-half pound tins, Gold Enamel in household sizes, Enamel in tinlets, Sewing Machine Oil, etc.

"IT'S THE LITTLE THINGS THAT COUNT."

Be in a position to supply the small needs and they will come back for the large.

CATALOGUES ON REQUEST.

G. F. STEPHENS & CO.

Limited

WINNIPEG - - - CANADA

Branch at Calgary, Alta.

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Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts and Nuts.
London Bolt and Hinge Works, London Ontario
The Steel Co. of Canada, Ltd., Hamilton

Bolts---Expansion
Star Expansio Bolt Co. New York

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto
Tallman Brass & Metal Co., Hamilton

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co. Ltd., Guelph, Ont.
Tallman Brass & Metal Co., Hamilton

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph, O

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans
American Can Co. Montreal, Que.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cash Registers
National Cash Register Co., Toronto

Castings
Corbett Foundry & Machine Co., Owen Sound

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
B. & S. H. Thompson & Co., Montreal

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chaplets
S. Cheney & Son, Manlius, N.Y.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Line Reels
Corbett Foundry & Machine Co., Owen Sound

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Hangers
Hunt, Helm Ferris & Co., Harvard, Ill
F. E. Myers & Bro., Ashland, Ohio
Richards Wilcox Mfg. Co., Aurora Ill

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Dry Batteries
Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto

Egg Beaters
Geo. G. Veness Mfg. Co., Boston, Mass

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electrical Supplies
Canadian General Electric Co., Toronto
Standard Paint Co., Montreal

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath England

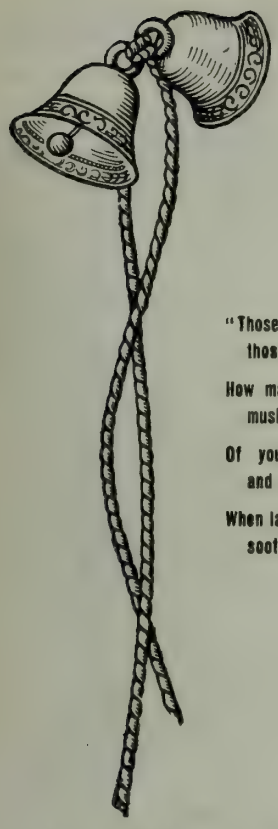
Engine Supplies, etc.
Penberthy Injector Co., Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wheeler & Bain, Toronto
E. T. Wright & Co., Hamilton

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The Parmenter & Bulloch Co., Gananoque, Ont.

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The Steel Co. of Canada, Ltd., Hamilton

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those evening bells!
How many a tale their
music tells
Of youth, and home,
and that sweet time
When last I heard their
soothing chime."

—*Moore*

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Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

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National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

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Pink, Thos., & Co., Pembroke. Ont.

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Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

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Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

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Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John. & Sons, London, Eng.

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Canada Foundry Co. Ltd., Toronto
Corbett Foundry & Machine Co., Owen Sound

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Parmenter & Bulloch Co., Gananoque
Steel Co. of Canada, Limited, Hamilton
United States Steel Products Co., Montreal.

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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

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Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co. Toronto
Corbett Foundry & Machine Co Owen Sound

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Dennis Wire & Iron Co., London, Ont.

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W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
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Glidden Varnish Co., Toronto
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Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
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Standard Paint Co., Montreal
Standard Paint and Varnish Works Windsor, Ont.
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Winnipeg Paint & Glass Co., Winnipeg

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F. E. Myers & Bro., Ashland, Ohio

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Steel Co. of Canada, Limited, Hamilton

R.R. Axles
Steel Co. of Canada, Limited, Hamilton

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Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
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Metal Stamping Co., Jackson, Mich.

Registers
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Rivets
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Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

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Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

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Disston, Henry, & Sons, Philadelphia
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Simonds Mfg. Co., Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

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American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal
Sherbrooke Scale Co., Sherbrooke, Que

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The Carborundum Co., Niagara Falls, New York

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Lundy Shovel & Tool Co., Ltd., Peterborough

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Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

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T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, P

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

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F. E. Myers & Bro., Ashland, Ohio

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Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Finlay Bros. & Co., Carleton Place
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

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The Steel Co. of Canada, Ltd., Hamilton
U.S, Steel Products Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tie Plates
Steel Co. of Canada, Limited, Hamilton

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The Barton-Netting Co., Ltd., Windsor. Ont

Timber Jacks
Trewhella Bros., Birmingham, Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

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The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
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The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

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Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

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Chas. Parker Co., Meriden, Conn.

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

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Cummer-Dowswell Ltd. Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

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Woodstock Wagon Co., Woodstock

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Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

White Lead
Steel Co. of Canada, Limited, Hamilton

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Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co Montreal

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Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

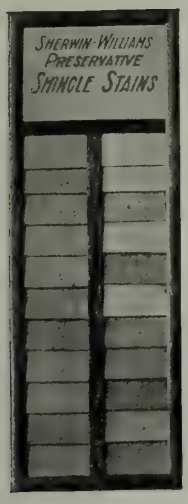
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BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

MISCELLANEOUS

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TRY A CONDENSED AD.

IN THIS PAPER.

SITUATIONS VACANT

I NEED 4 TINSMITHS AND 2 IMPROVERS. First-class shop; good class of work; highest wages and year round job. J. C. WANLESS, Chatham, Ont. (31)

WANTED—Hardware clerk, four years' experience, good stock keeper. Permanent position for right man. Apply, stating salary, to J. H. Bell, Mattawa, Ont. (31)

WANTED—Hardware traveller with experience. State age, experience, and salary wanted. Address P.O. Box 682, Montreal (31)

GOOD position for experienced hardwareman who could write advertisements and get up attractive circulars and booklets. State fully experience, age and salary expected. Will keep strictly confidential. Box H, Montreal Que. (tf)

JUNIOR HARDWARE CLERK WANTED by September 1st; bright young man with two or three years' retail hardware experience. Must be well recommended. Job permanent if you suit. PURVIS BROS., Ltd., Sudbury, Ontario. (31)

TINSMITH wanted, steady work for steady man. Cameron & Leacock, Smith's Falls, Ont. (31)

WANTED—Experienced hardward clerks. Apply by letter to FROTHINGHAM & WORKMAN, Limited, Montreal. (31)

WANTED — Good practical tinsmith for Fort Frances. Man who can also serve as salesman. Steady work at best wages. Write immediately, giving references. Box 581, HARDWARE AND METAL, Toronto (31)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED for Vancouver, B.C., hardwareman, must be experienced at accurately costing Canadian, American and European invoices and keeping up price book for retail and wholesale hardware house. Reply immediately, giving age, single or married, former experience, with whom, and salary expected, correspondence confidendial. Martin Finlayson & Mather Ltd., Vancouver, B.C. (31)

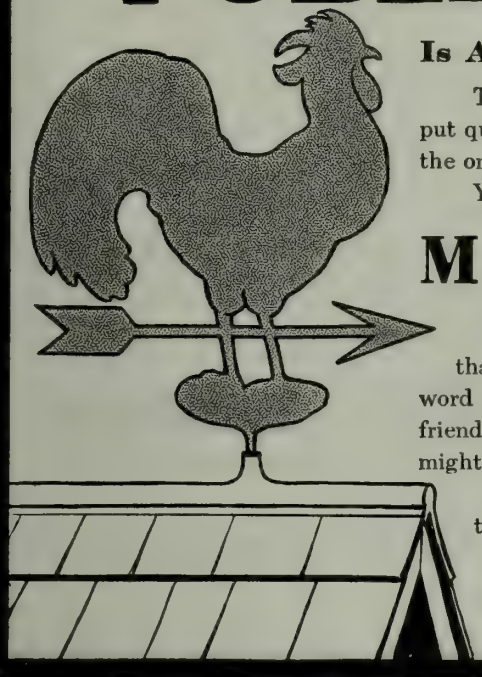
SITUATIONS VACANT

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto. (24tf)

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

The Vane of PUBLIC APPROVAL



Is Always a Strong Indication of the Merit of an Article

That is particularly true of paint if you handle a paint whose maker did not put quality in the goods, public approval will soon turn against it and you will be the one to suffer the consequences.

You may be perfectly sure when you sell

MARTIN-SENOUR PAINT
100% PURE

that if properly applied your customer will express his approval not only by word of mouth, but in orders later on, he will also advertise your business to his friends and neighbors, in this way creating a wave of sentiment that will be a mighty big aid toward getting control of the paint trade in your territory.

Mr. Dealer, let the Vane of Public Approval work for you. We have the agency for Martin-Senour Paint ready for wide-awake dealers.

THE MARTIN-SENOUR CO., Limited

Montreal PIONEERS OF PURE PAINT **Chicago**

THE ENDURANCE TEST

A varnish that has been put to the test and has come through with flying colors—That's Dougall's.

A varnish that is carefully made by experienced workmen in a thoroughly up-to-date factory—That's Dougall's.

A varnish that is properly cured and not shipped from the factory until it is in the proper state to be used—That's Dougall's.

A company which stands back of every gallon of varnish that leaves the factory, and which also stands back of every sale made by you, Mr. Dealer—That's The Dougall Varnish Company.

Let us send you a copy of our booklet "Quality and Quantity in Varnishes and Varnishing;" we will gladly do so on receipt of a post card.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL - - - CANADA

Associated with Murphy Varnish Co., U.S.A.

Moore's Impervo Finishes



A line of high-grade varnishes for various purposes.

Spar Varnish for Marine Work. **Elastic Floor Varnish for Floors.**
Fine Rubbing Varnish for Rubbing and Polishing, etc.

Moore's Impervo Finishes are a line of high-grade Varnishes made especially to suit the requirements of the critical painter and wood finisher.

We assure the trade that in the manufacture and sale of our Impervo Varnish line we shall adhere strictly to our well-known policy of producing the very best goods and selling them at reasonable prices, eliminating all unnecessary expense in the manufacture and marketing of our products, in order that they may reach the consumer at the lowest possible price consistent with quality.

Send along for details to-day.

BENJAMIN MOORE & CO., Limited

NEW YORK — WEST TORONTO — CLEVELAND, CHICAGO

SOME OTHER LEADING LINES ARE

MOORE'S FLOOR PAINT, MURESCO, SANI-FLAT, TILE-LIKE HOUSE COLORS, MOORAMEL

Write for color cards and prices.

FORTY YEARS' EXPERIENCE AND EXPERIMENT

have enabled us to produce a line of Standard Varnish Products entirely reliable and unequalled in quality and wearing properties by any on the market. You, Mr. Hardwareman, cannot afford to chance your reputation by handling inferior products. You want to sell goods that will guarantee repeat the orders. See that your shelves are well supplied with

ELASTICA—Floor Finish,
LACQUERET—The Brightener of the Home,
SATINETTE—A Perfect White Enamel,
KLEARTONE STAINS—Acid and Oil,
FLATTINE—Finishes.

They are the surest guarantees of successful trading. Sold only in full Imperial measure cans, and made by the

INTERNATIONAL VARNISH CO. LIMITED

CANADIAN FACTORY OF THE STANDARD VARNISH WORKS

TORONTO — WINNIPEG

F 84

It pays to handle goods of a manufacturer who considers your business when making his selling plans.

300% Increase on "61" Sales—Now Vitralite

Think it over—

300% increase in "61" Floor Varnish Sales—increased sales on other Pratt & Lambert Varnishes. This is the result of our three years' advertising, specializing on "61."

So—this Fall we're going to advertise Vitralite, "The Long Life White Enamel," as well as "61" and other P & L Varnishes, in most of the great leading magazines. "61" will be pushed as hard as before—*Vitralite will be pushed as hard as "61" ever was.*

We *know how* we made "61" sales jump 300%. We can do as much with Vitralite. We're going to make a *big* white enamel business for *you,* right in your own territory. Are you going to take advantage of it?

Buy on a rising market. *Now* is the time. Send for our dealer's Vitralite offer *now.*

PRATT & LAMBERT-Inc.

VARNISH MAKERS 62 YEARS

24 COURTWRIGHT STREET, BRIDGEBURG, CANADA

FACTORIES:

NEW YORK BUFFALO CHICAGO BRIDGEBURG, CANADA LONDON PARIS HAMBURG

A CONVINCING DEMONSTRATION OF RU-ber-oid Roofing

TRADE MARK REGISTERED



APPEARS ON WRAPPER

These hot summer days give you a chance to forcibly impress your customers with RU-BER-OID'S superiority in a most important point—ability to stand the heat.

In front of your store, where people are sure to see them, and where the sun will strike them squarely, put a number of small squares of boards. Cover one with RU-BER-OID Roofing, one with felt and tar, one with a piece of ready roofing of tar composition. and one with an asphalt ready roofing. Then let the sun show them up.

Your customers will see how the tar melts and runs---how the volatile oils fry out of the tar and asphalt roofings and then evaporate, leaving them hard and porous---and how RU-BER-OID is not affected in the least.

If there are any roofs near covered with these classes of roofings, draw attention to the same conditions repeated on them. Proof of this kind is stronger than any amount of talk, and will help you sell many a roll of RU-BER-OID roofing.

The Standard Paint Co. of Canada, Limited

286 St. James Street, MONTREAL
105 Tenth Avenue E., CALGARY
179 Bannatyne Avenue E., WINNIPEG
25 Pender Street W., VANCOUVER



CHARLES LINDSAY
Rumford Works, 33 Great Hamilton Street
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. *Write for Catalogue*
Canadian Representative---H. L. SOPER
Post Office Box 1975 - - - WINNIPEG

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, O t.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.
THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA
TORONTO

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy

No Other Paper Reaches All These Men

RATES:
(PAYABLE IN ADVANCE)
2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

ARE YOU COMING
TO THE
Canadian National Exhibition?
TORONTO
Aug. 26 - Sept. 11

If so, we cordially invite you and your friends to make your headquarters, while in the city, at our new offices,

241 SPADINA AVE.

The Consolidated Plate Glass Co.
of Canada, Limited
WINNIPEG TORONTO MONTREAL

MOST POPULAR PATTERN IN THE MARKET



THE TORONTO SILVER PLATE CO., LIMITED
Are Not in the Trust or are they members of any Silverware Association or Combine.
WEST KING ST. - TORONTO
E. G. GOODERHAM, President



The Trade-Mark on Varnish is Much More Important Than Some of Your Clerks Realize.

The outside of the can is all your customers see when they buy varnish.

And that's *all* they need to see or need to know when you offer them Berry Brothers' Trade-Mark Label.

Wide-spread advertising in which the can itself is given first prominence has made the Berry Brothers' Label better known than any other on the market. It's a popular trade-mark, recognized at sight.

That's why you should see it is given a prominent place on your shelves.

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE LIQUID GRANITE MARK
For finishing floors in the most durable manner possible.

WOOD LUXEBERRY FINISH
For the finest rubbed or polished finish on interior wood-work.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather.

BERRY BROTHERS, Ltd.

The World's Largest Varnish Makers

WALKERVILLE, ONT.

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Special Prices on Application

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

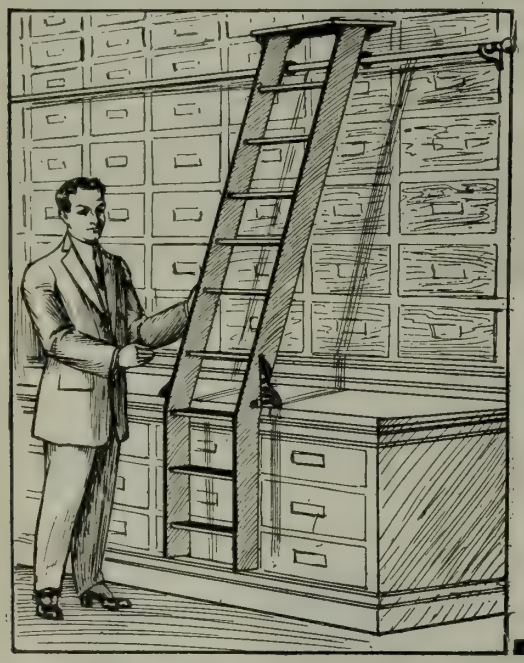
Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardbord Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal.
For British Columbia—AMES BROS., Box 355, Vancouver, B.C.
Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell is now in Canada fixing up Agencies. Write him at once.



An Economical BICYCLE STEP-LADDER

To save time is to save money. That is one way in which the Bicycle Step-Ladder becomes one of the most valuable parts of your equipment.

It is absolutely safe, being supported on solid tracks and bars and yet it is moved with the greatest ease and without noise.

We can design you a Bicycle Step-Ladder for your store to harmonize with your other fittings. Far from being unsightly it will be ornamental as well as very useful.

WRITE FOR OUR CATALOGUE.

The Hamilton Brass Mfg. Company, Limited
Hamilton, Ont., and Montreal, P.Q.

DELTA FILES

The Files that have stood the Test of Real Service

A great boost to your business will be the result of selling "DELTA FILES." Their superior quality, strength and clean-cutting ability is bound to start your neighborhood talking, as a good file is discussed by everybody.

"DELTA FILES" are of rare durability and are perfectly tempered and constructed

"DELTA FILES" are made from selected English steel and have specially cut teeth that make them certain in their attack on any metal.

FILES OF QUALITY

Write for Particulars and Prices.

Delta File Works, Philadelphia, Pa.

Canadian Selling Agents—H. S. Howland, Sons & Co., Toronto; Stark-Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

TRADE MARK DELTA

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING
BUSTER BROWN
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

SUPERIORITY!

NEW ERA PAINT

We have spared no expense in the manufacture of NEW ERA PAINT, which has resulted in a paint that will outlast, cover more surface, hold its color better, stand more extremes of the weather and give a more brilliant finish than any high-priced paint you can buy.

NEW ERA is a paint made especially to meet the requirements of the most critical user, and is sold at a price that is within estimates of every painter.

Write to-day for this guaranteed paint—it will pay you.

Standard Paint & Varnish Co., Limited
WINDSOR ONTARIO



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Carbon Black Elastic Paint

A SPECIAL ROOF PAINT
LEAK PROOF AND FIRE RETARDENT

Can be put on Felt, Tar-paper, Gunnysack, Shingles, Metal or any other material.
Will not Crack in Winter or Melt in Summer.
A most popular article that shows good profits to the merchant.
Write and we will send our traveller.
Stocks on hand at Calgary, Saskatoon, Edmonton, Vancouver and Toronto.

The Carbon Oil Works, Ltd.

HEAD OFFICE - WINNIPEG, CANADA
Manufacturers of C.O.W.L. BRAND Paints, Stains, "Waxoils," and other Oils-of-Tar Specialties,
WINNIPEG .:. .:. .:. CANADA



Once a FORD-man always a FORD-man

Ford Auger Bits make customers and keep them Why? Because they always satisfy, and give maximum satisfaction as well.

They make good every claim, every time—FASTEST, TRUEST, EASIEST, STRONGEST. They're made to do better dork in less time and with less trouble and exertion. THEY DO IT.

They are so far superior to other Bits that a man cannot afford to use any other than the FORD. That's why we say (and we know), that "Once a Ford-Man, always a Ford-Man."

Will you do this?

Next time you sell an Auger Bit, other than the Ford, hand your customer a Ford. Tell him to try it, and return the one he doesn't want.

What could be fairer to you and to your customer? It shows your customer that you have his interest at heart, and shows you that we have unlimited confidence in our Bit and want to help you build up a steady trade.

Other dealers have tried this plan successfully. Will you? (Profits lie in repeat sales. Ford buyers are steady customers.)

FORD AUGER BIT CO.
HOLYOKE, MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

ALL DESCRIPTIONS **BRASS RAILINGS** MADE TO ORDER

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED
Coppersmiths and Brass Founders. : : : : : : TORONTO, ONT.

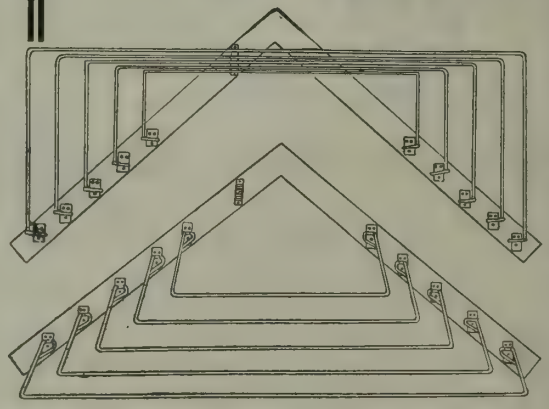
NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

A CONVENIENT CLOTHES RACK



This High-grade rack can be fastened to the wall near a stove or range.

When closed it projects only 1 1-2 in. When extended, and all the bails are down, it stands out only 14 ins. from the wall and has a drying space of 19 feet.

Each bail can be lowered separately without interfering with the others.

The sides of the rack are made of hardwood—the bails of galvanized steel, bent so as to be self supporting when in use.

The price of the rack is $1.25 retail, manufacturers' price $9.00 per doz.

This is a sure seller. Order from your wholesaler or direct from us.

Modern Machinery Co.
SARNIA, ONT.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

STOVE PIPE ELBOWS



"COOPER" smooth pattern or
"O. H." corrugated style

Our Elbows are made of the best quality of Canada Plate. The "O.H." Elbow is locked rigidly at each end, and the "COOPER" is adjustable to a certain extent to fit all makes of stove pipe.

INCHES, 2, 3, 4, 5, 6, 7, 8.

"Cooper" are packed 1 doz. in a crate, and "O. H." wired 1 doz. in a bundle.

Also made in tin or galvanized iron upon request.



Manufactured by E. T. WRIGHT & CO., HAMILTON, Canada
(H. G. WRIGHT)

Winnipeg agents, Merrick-Anderson Co., Winnipeg, Man.; Toronto agent, F. B. Wilson, 33 Maitland St., Toronto, Ont. Vancouver agents, Macpherson & Teetzel, Vancouver, B.C.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

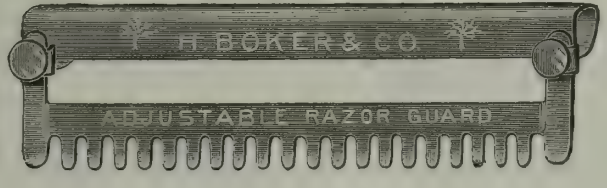
WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

H. BOKER & CO.

ADJUSTABLE RAZOR GUARD



RETAILS AT 25c. EACH

Makes the ordinary Razor into a Safety Razor by sliding the guard on to the blade. It is finely finished and nickel-plated.

WRITE FOR OUR FREE BOOK:

"Some Pointers for Gentlemen Who Shave Themselves."

McGILL CUTLERY CO., Reg'd **P.O. Box 580, MONTREAL, P.Q.**

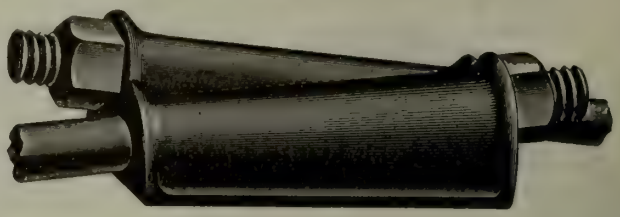
ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

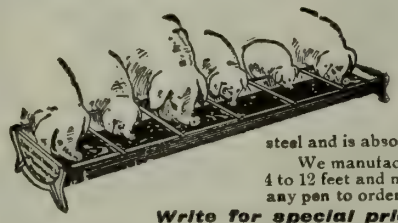
TANK LUGS



For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from ⅜ to 1½ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited, OTTERVILLE ONTARIO

A Durable, Heavy Steel HOG TROUGH That Sells Quickly



Introduce this high grade Hog Trough to your farm trade and it's sure to increase your business

It cannot leak as it is made from selected steel and is absolutely rivetless.

We manufacture stock lengths from 4 to 12 feet and make odd lengths to fit any pen to order.

Write for special prices

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Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

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BOYS', GIRLS' and BABIES' SLEIGHS

with iron or wooden runners—sleighs that are built for service and durability.
We sell more sleighs than any other company in the Dominion. Our success is due to the selling of quality goods. WRITE FOR CATALOG.

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DUCHESS STREET, - TORONTO, ONT.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

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James Hutton & Company
MONTREAL

British America Assurance Company
A.D. 1833
FIRE & MARINE
Head Office, Toronto

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CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

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THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

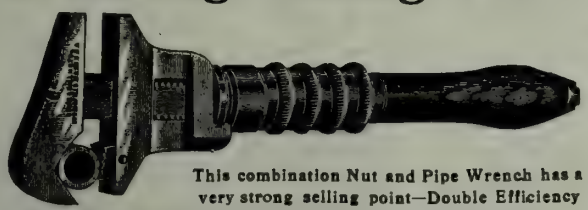
¼-lb. tins—3 doz. in case.

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Prompt delivery from stock

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A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

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When in the market for

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you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
RIVETS, BURRS, WASHERS

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THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.
LIMITED
Winnipeg, Manitoba

WESTERN ASSURANCE COMPANY

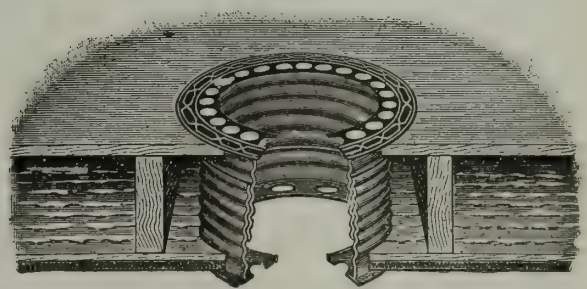
Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.
Assets over - - - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President
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These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

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PRESTON & MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

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Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies. Machinery and Specialties.
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ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son. Manlius, N.Y.

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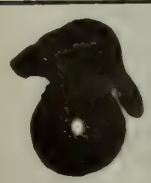
PRIEST'S CLIPPERS THAT'S SUFFICIENT.

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SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Wiebusch & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

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Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

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Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

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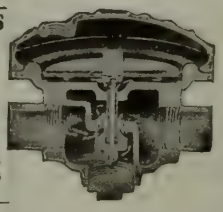
The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

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WRITE FOR NEW PRICES ON GAS CONTROLLERS
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If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

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Our Surprise Horse and Cattle Halter Pokes are the best.

Manufactured by

James & Reid
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IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

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The world's largest manufacturers of
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62 years' reputation behind every package.
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CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
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PROMPTNESS and SATISFACTION GUARANTEED
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Cars distributed, warehoused and forwarded.
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Castings of all Kinds.

Write us for our list of Plow Castings.

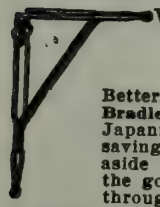
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The PARMENTER BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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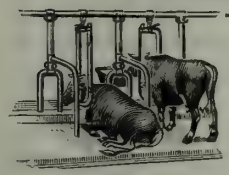


Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

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O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

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TIMBER JACKS.

TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful, reliable, expeditious. A necessary tool for every farmer.

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ARMSTRONG PLANER TOOLS
Are ALWAYS Ready for use.
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
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ONE
with an assortment of Cutters
EQUAL A DOZEN FORGED TOOLS.



A want ad. in Hardware and Metal will bring replies from all parts of Canada.

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Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

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Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc,

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OWEN SOUND :: ONTARIO

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WE MAKE A SPECIALTY OF

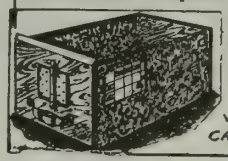
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for COMPRESSION and EXTENSION.

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Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over Wooden boxes

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CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROWS

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The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

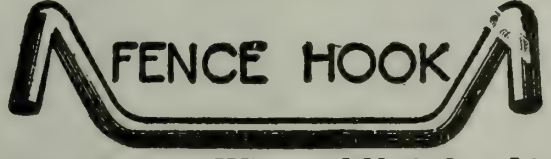
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



HERCULES

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BUY THE BEST

Star Brand Cotton Rope
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Star Brand Cotton Twine

For Sale by All Wholesale Dealers



STEEL BLADE TABLE CUTLERY

The blade of our No. 949 knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid. It is a knife that is unsurpassed in every respect. A FAIR TRIAL WILL CONVINCE YOU. We guarantee satisfaction. Write for catalog and prices.

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AGENTS: J. Mackay Rose, 88 McGill St., Montreal; N. F. Gundy, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.



Maxwell's "Blue Belle" Washer

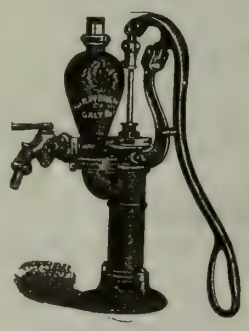
is easily the best of its type. The upper rubbing board revolves in one direction while the tub, with its rubbing surfaces, turns the opposite way, making it wash very fast. Powerful coil springs underneath the tub keep it going with very little effort on the part of the operator. A feature of the "BLUE BELLE" is that there is nothing about it which can possibly tear the clothes. Tub made of Red Cypress and finished in fine style.

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More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited

GALT, CANADA



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited

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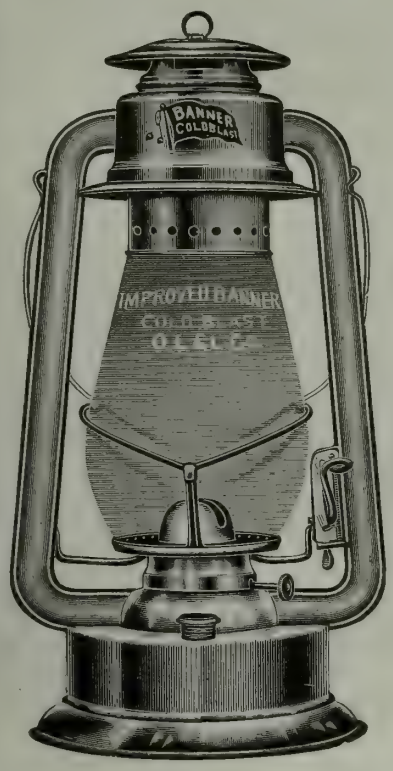
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The Ontario Wind Engine & Pump Co., Limited

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BANNER COLD BLAST LANTERN

NOTE THE POINTS



YOU GET VALUE IN
WORKMANSHIP
MATERIAL
AND
DESIGN

THAT MEANS
SATISFIED
CUSTOMERS

ASK YOUR JOBBER HE HAS THEM

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A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

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McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

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Bars, Hoops, Angles, Beams, Channels, etc.
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Antimony, Copper, Tin, Lead, Zinc.

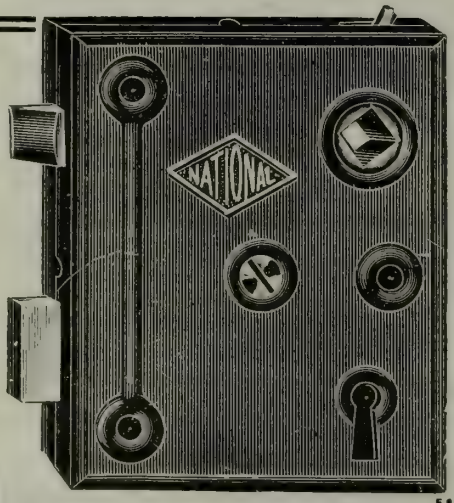
PIG IRON

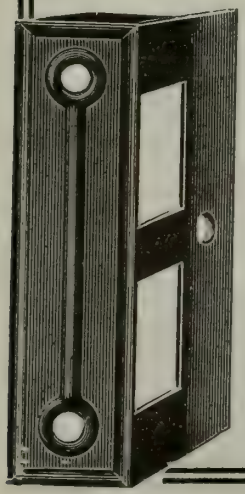
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Corner King Street and Spadina Avenue
Toronto

"National"
STEEL
RIM
LOCKS

are the strongest, most efficient, and most durable locks made.





A Lock which is a Lock

It isn't any use selling a Lock in which you have no confidence.

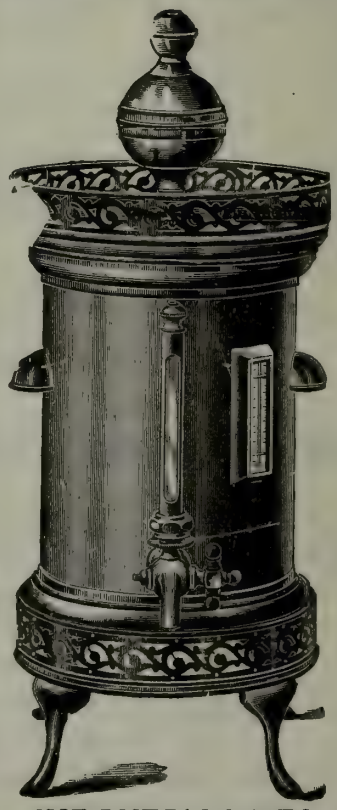
Sell the best Lock only and get customers who bring you more trade.

The "NATIONAL," made of highest quality steel, is the lock about which customers are enthusiastic.

Write for prices

National Hardware Company, Ltd.
ORILLIA, ONTARIO, CANADA

An Artistic
URN



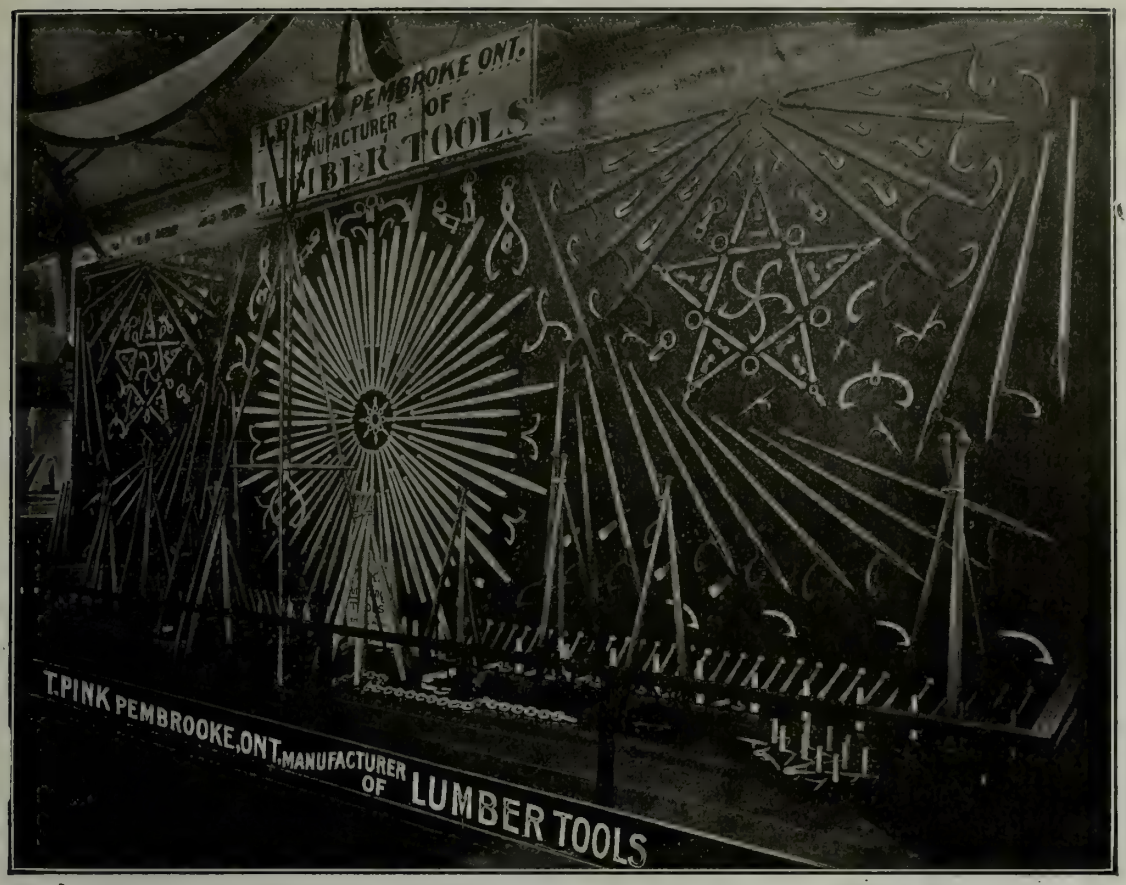
adds an air of distinction to a high-class restaurant, hotel or cafe.

The attractive designs of Our High-Grade Restaurant Urns and their invariable efficiency ensure their popularity.

Made throughout of the best materials, they are beautifully finished, and are guaranteed to give nothing short of the completest satisfaction.

Prices and Particulars from

THE BUFFALO MFG. CO., Buffalo, N.Y.
Canadian Representatives H. F. McIntosh & Co., 28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

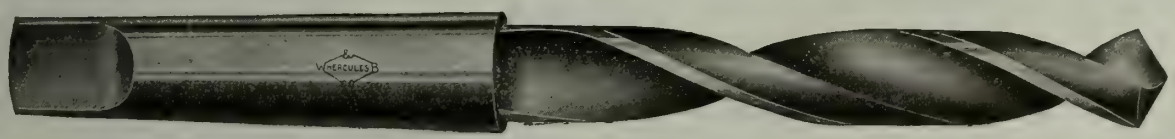
We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

"HERCULES" HIGH SPEED DRILLS



Are everything their name implies in STRENGTH and TOUGHNESS. This tool will do more work with less grinding than others. It requires less driving power, increases your production and decreases the cost of your output.

"Hercules" Drills are twisted hot from the most carefully selected Vanadium High Speed steel.

TANG TROUBLES ARE PREVENTED because its Taper Shanks are usually one size larger than regular. Use this tool and you will have the satisfaction which comes from the knowledge that your FACTORY COST SHEET IS RIGHT.

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The "W & B" Trade Mark is a guarantee of Quality and its adoption will give quality to your products.

Consult your jobber, or write us and ask for Catalogue 74 E.

The Whitman & Barnes Manufacturing Company

ESTABLISHED 1864

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ATKINS



Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLNIG PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

No. 190

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WHEEL BARROWS

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Have the Agency in Your Town for the Simonds "Crescent Ground" Cross-Cut Saws

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

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THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

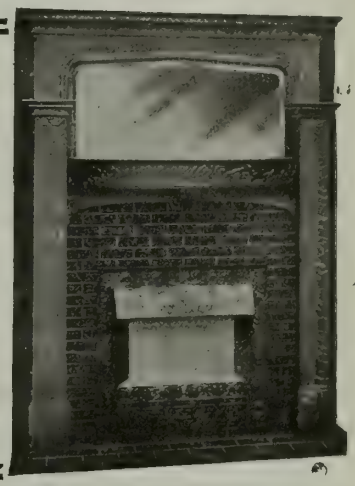
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Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball-Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

Chances for Business

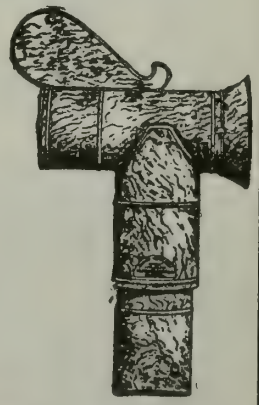
In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N. B., February 8th, 1909

J.W. Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

Yours truly,
J. E. Wilson, Limited

Write us for terms

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



Increased Sales of "Ross" Rifles Will Follow the Wonderful Successes of Canadian Marksmen at Bisley

(*Canadian Associated Press*)

Bisley, Eng., July 22.—The greatest feat ever performed in the history of rifle shooting at Wimbledon, or Bisley, was that performed by Private Clifford, of the 10th Royal Grenadiers, Toronto, this afternoon. On Wednesday last the Canadian marksman won the second most valuable prize of the meeting, the Prince of Wales £100. To-day he added to it the blue ribbon of the meeting, the King's Prize of £250. Never before have these two rich prizes fallen to the same man.

The Bronze Medal awarded the leader at the end of the first stage was won this year by Corporal Trainor, of Toronto. Both marksmen used the Ross Rifle.

Dealers everywhere will see the wisdom of being prepared for increased and increasing sales.

THE ROSS RIFLE CO., Quebec, P.Q.

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.



OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

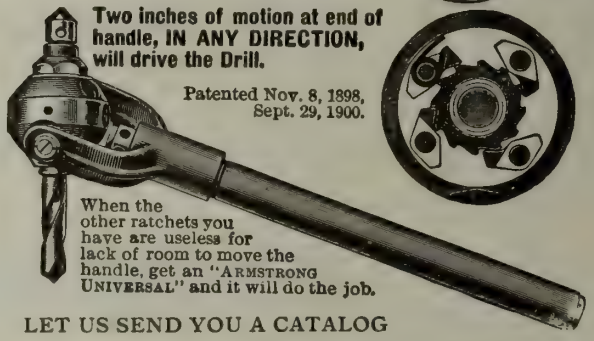
UNIVERSAL RATCHET

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

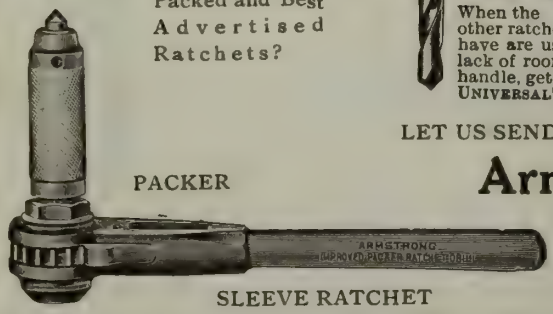


When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.

LET US SEND YOU A CATALOG



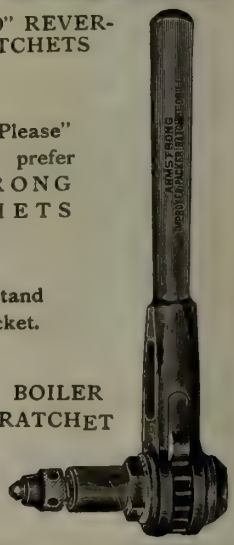
PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago U. S. A.



BOILER RATCHET

MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

It is Quality that Sells
STILL'S EXTRA

AXE HANDLES

When you stock them you have the satisfaction of knowing that you have the kind that is in demand—and the kind that brings you more profit. A good time to get in a stock is NOW. . .

Write Us for Prices.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS ONTARIO


Salem


Kingston


Morrow


Turenne


Irwin


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Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

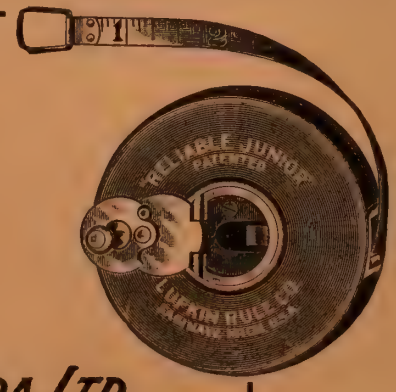
"New Designs"

See Our 1911 Supplement

CANADA

LUFKIN Measuring Tapes

are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.



SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1866 Inc. 1895

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK.

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

Best English Make

5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

INSURE YOUR BUSINESS

against loss of customers and profits because of goods of inferior quality by ordering

STANLEY'S

WROUGHT STEEL

BUTTS and HINGES

THE GUARANTY TRADE S.W. MARK OF QUALITY

Printed on the Labels
Stamped on the Goods

THE STANLEY WORKS

NEW BRITAIN CONN. U.S.A.

CANADIAN REPRESENTATIVE

A MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 1234 Royal Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, AUGUST 12, 1911 NO. 32

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Pliers SPECIALITIES OF ALL DESCRIPTIONS Vices

For Sale by Leading Wholesale Houses.

TRADE MARK REDCLIFFE

"REDCLIFFE"

Corrugated Iron

Gets the Preference When Quality Counts.

John Lysaght. Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch



"TAYLOR-FORBES"

WROUGHT STEEL - BALL BEARING

CHIEF SPRING FLOOR HINGE

Guaranteed to give long and efficient service.

When putting in a "Chief Hinge" it is unnecessary to cut mortise in floor and it is so constructed that water can not get into the working parts and cause corrosion. The tension of the spring can be handily adjusted at any time.

The first piece of the upper cut is the pivot for the upper jamb. The second piece is the socket for the top of the door. The third piece is the hinge for the door.

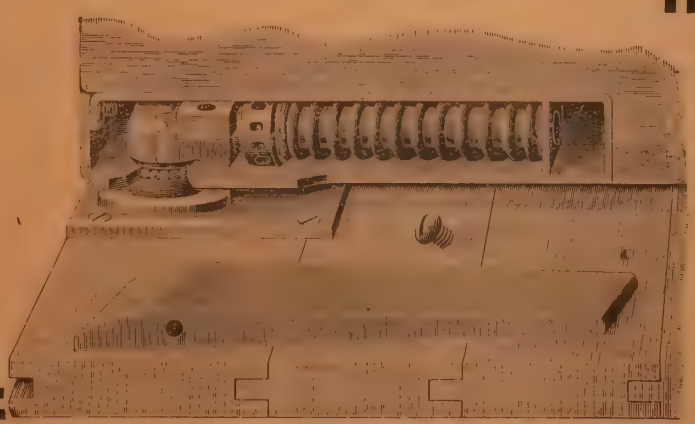
The "Chief Spring Hinge" has now been in continuous use for nine years and in that time has established its position as the most serviceable hinge on the market

Write direct to Taylor-Forbes Co. for booklet and prices.

Taylor-Forbes Co., Ltd.

Guelph, - Ontario

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig Street West, Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Travellers' Building, Winnipeg; Canadian United Mfrs. Agency—London, Eng.



Big Ben

A Watchlike Sleepmeter



Height 7 inches. Dial 4½ inches.
Rings steadily for 5 minutes, intermittently for 10.

HERE'S Big Ben—he's not quite a year old, but in less than a year, he's proven in the States the biggest clock success that we have ever known.—Today, ten months after his appearance, 12,000 jewelers—60 per cent. of the total United States number—sell him at the rate of 2,000 a day, at the highest figure that's ever been quoted.

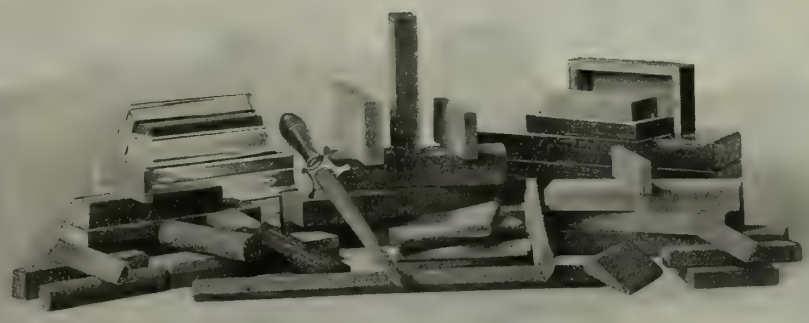
We have now completed steps to introduce Big Ben to the Canadian trade on as extensive a scale as we did in the United States. Beginning with September we will extend our campaign to all the leading Canadian publications and in order to enable Canadian dealers to get the maximum benefit from our advertising, we are packing Big Ben specially for Canadian trade, 6 in a carton with a full set of Store Selling Helps (2 posters, 2 show cards, 2 metal signs).

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more we print your name on dials, give you the posters, display stand and a beautiful metal sign lithographed in five colors.

The retail Canadian price has been fixed at $3.00. You can sell him for more if you want but you may not sell him for less.—Big Ben is already carried in stock by 34 Canadian wholesalers. We shall be glad to let you have their names upon request.

In broken and dozen lots, $2.20 less 5%. In case lots of 24, $2.10 less 5 %.

The Western Clock Mfg. Co.
La Salle, Illinois



Give your customers the Sharpening Stones they ask for

Advertising has put the word "Carborundum" in the minds of thousands of users of sharpening stones. Some of them are your customers or will be. Put in a stock of these wonderful stones right now and get the benefit of steady sales and a good profit margin.

There isn't anything like Carborundum—nothing so hard, so sharp, or that gives a keen edge so quickly and easily.

Carborundum Sharpening Stones are made for all users of edge tools. They are put up in individual sealed cartons—Glad to send all details regarding free display case offer, discounts, trade helps, etc.

The Carborundum Company, Niagara Falls, N.Y.

Have You Seen These

New "Yankee" Tools?

No. 1530 Hand Drill for holes up to 3-16 in.

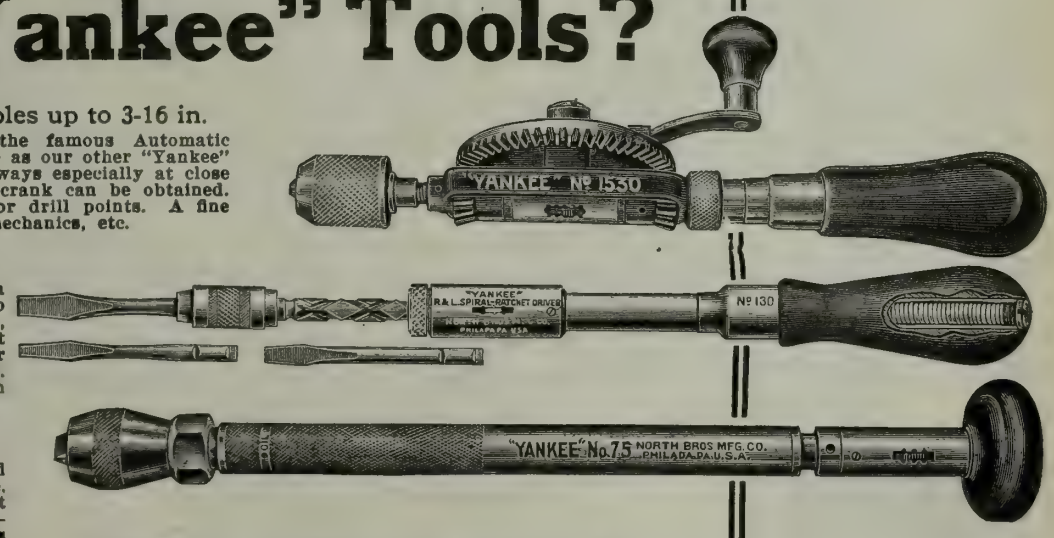
Takes round shank drills. Has the famous Automatic Double Ratchet movement the same as our other "Yankee" geared Drills, so helpful in many ways especially at close quarters where only part turn of crank can be obtained. The wood Handle has magazine for drill points. A fine tool for metal workers, amateur mechanics, etc.

No. 130 Quick Return

Same tool as the No. 30 but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

No. 75 Push Brace

Bores holes up to ⅝ inches in hard woods and ¾ inches in white pine, quicker and easier than a Bit Brace. Drives and draws screws—takes all the small tools and works in close quarters where a Bit Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver.



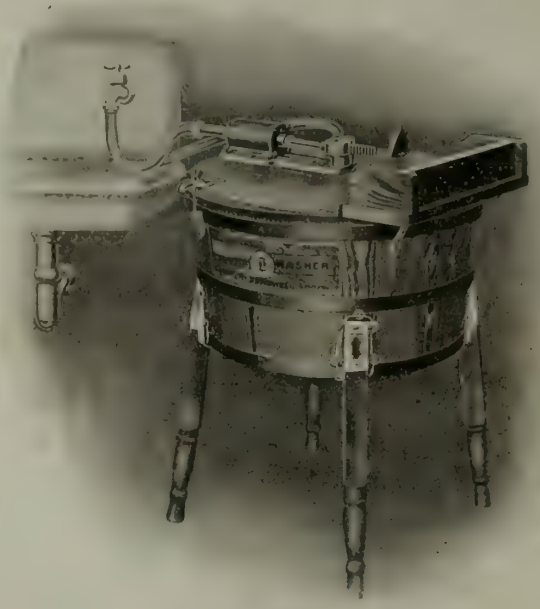
They are catching the Mechanics.
Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

Talk the IDEAL to your Customers

Drive in the fact that there is no greater Household Labor-Saver than a Good Water Motor Washing Machine, and that there is No Water Motor Washing Machine equal to the **IDEAL.**



The Evidence of

QUALITY

in its make-up, in the way it is put together, in Materials, Finish and the Simplicity of its action, backed by the well-known Trade Mark, are all effective salesmen. It has a "Warp Proof" tub ring inside and a double thick "screwed together" cover. Two of the many points of Superiority of this Machine.

The dealer who has one on display gains a Satisfied Customer.

PERFECTLY SIMPLE AND SIMPLY PERFECT

Agents:
W. L. Haldimand & Son, Montreal.
H F. Moulden & Son, Winnipeg.

CUMMER-DOWSWELL, Limited, Makers, **HAMILTON, ONT.**



THE RIGHT LINE

TRADE MARK Registered

CAN it be that your next door neighbour is reaping a larger profit on his shovel sales? Can it be that you are buying wrong?

¶ Let us put you on to the "right line" at the "right price" - the "BARGAIN LINE."

¶ We manufacture every class of shovel, spade or scoop known to the trade, and have developed what we believe is a perfect Snow or General Purpose Shovel. Quality, stability, appearance—all are there.

¶ May we convince you?

The Lundy Shovel and Tool Company, Limited

General Offices and Factory, PETERBOROUGH, and at
MONTREAL WINNIPEG JOHANNESBURG, S.A.

OUR CLOCKS KEEP GOING



BIG BEN ALARM.
Has a Deep Tone Enclosed Alarm
Runs 36 Hours.

Nickel-plated Brass Case, White Dial, Glass Sash. Alarm rings continuously for 5 minutes or intermittently for 10 minutes, according to the way it is set to ring.

Height 6 inches, Weight 2⅛ lbs.

And many Hardware Dealers are doing a good, profitable business with this line. Clocks have become a regular line with many Hardware Merchants and their frequent repeat orders indicate a healthy sale of these Very Profitable Goods.

You Can Sell Clocks

They are **Easy** to Display to Sell

and

Show a Nice Profit

Our Catalogue No. 46 Just Issued Shows a Complete Line of Alarm, Wall and Mantle Clocks.

We illustrate here a few only of our very popular selling Alarm Clocks. We have many others, as well as Parlor and Wall Clocks.

Write us for Catalogue No. 46.



TERROR ALARM.
Alarm on Brass Membrane. Very Effective
Runs 30 Hours.

Polished Copper Case, Brass Back and Mounts, Glass Sash, White Dial, Black Figures. With Shut-off Alarm It will wake the soundest sleeper.

Dial 3¾ inches, Height 7¼ inches, Weight 18 oz.



ROYAL ALARM.
Loud, Clear Alarm, with Shut-off.
Runs 30 Hours.

Nickel-plated Steel Case, Glass Sash, White Dial, Black Figures. Specially strong and highly finished.

Dial 3¾ inches, Height 4½ inches, Weight 20 oz.



OCTAGON ALARM.
Loud, Clear Alarm with Automatic Shut-off.
36 Hour Time.

Ornamental Antique Copper Finished Iron Case, Glass Sash, Black Dial, White Hands and Figures. Rings 15 seconds and stops for 15 seconds, repeating until shut off.

Height 5 inches, Depth 3¼ inches, Weight 3⅛ lbs.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

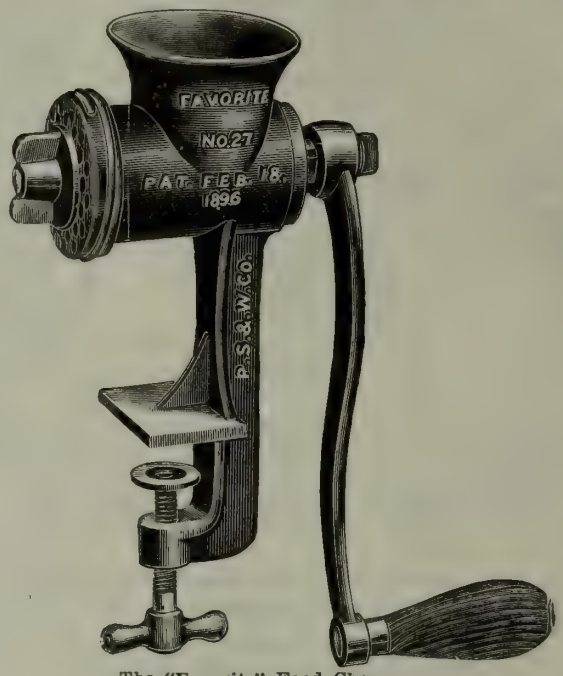
FOOD CHOPPERS

ARE SURE SELLERS

THEY HAVE A READY SALE AND INSURE GOOD PROFIT

"Universal" - "FAVORITE" - "Steinfeld"

"Merchants"
The "FAVORITE" Choppers are the Best on the market and can be sold at a Good Profit.



The "Favorite" Food Chopper.

If you have never stocked the "FAVORITE," place a sample order with us now.

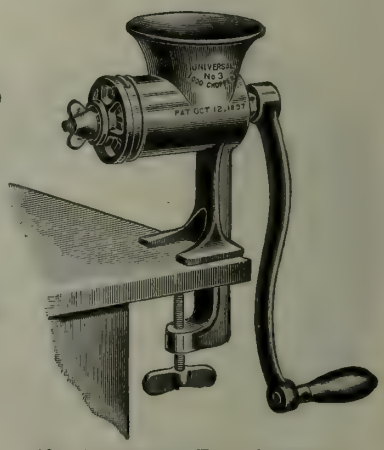

The "Steinfeld" Food Chopper.

Universal Choppers

The "Universal" Food Choppers are known throughout the trade as good sellers. All sizes carried in stock.

Steinfeld Choppers

The "Steinfeld" is easy to operate, easy to clean and is absolutely sanitary. No knives to sharpen.


The "Universal" Food Chopper.

We Ship Promptly **Get Our Prices Before Placing Your Orders** **We Ship Promptly**

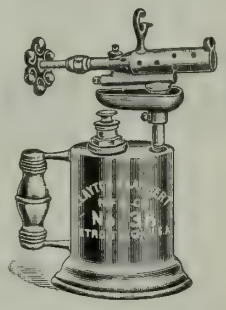
FROTHINGHAM & WORKMAN,

WHOLESALE HARDWARE and IRON MERCHANTS Limited

Montreal, - - - - - Canada

CLAYTON and LAMBERT'S TORCHES

No. 38. (Pint Size)



The No. 38 is the best pint size torch made. It is fitted with the latest improved burner, which protects the gas or vapor from the wind or cold, as the orifice through which the gas passes is shielded by the burner tube, thus making it possible to keep the flame blue, and positive in heat intensity in almost any extreme of wind or weather, and uses but little gasoline. The patent automatic air pump, with check valve, is used, insuring the desired air pressure at all times. This style of pump is used on all C. & L. torches, and has no equal. The enthusiastic endorsement everywhere accorded the torch certainly commends it to your attention. The burner has a hook and support for holding soldering coppers. Repair men like this style.

No. 32. (Quart Size)

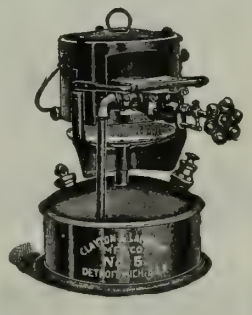
HAS NO EQUAL WHERE INTENSE HEAT IS DESIRED



This quart torch makes a perfect fire, whether employed indoors or out, in hard wind or extreme cold. A strong blast heat is generated by a powerful burner and the resulting blue flame is a joy to the user. Every desired adjustment is quickly made. A surprisingly small amount of gasoline is required compared with the results obtained in heat efficiency. The torch creates a good impression the minute it is handled, being strong, exceedingly well built and handsomely finished. If durability and service are what you want, the No. 32 will certainly please you.

It has the added advantage, for repair men, of a hook and support on the burner for holding soldering coppers.

No. 5 Fire Pot (Five Pints)



Height over all, 12 inches; diameter at base, 8½ inches, and at top 6 inches. Tank is made of heavy galvanized iron and holds 5 pints. Top section is large enough to easily handle a pair of 8-pound coppers and a 5-inch metal pot at the same time. The burner produces a pure blue flame, intensely hot, using but little gasoline, (less than half required by some makes). It will do any work any other make of fire pot will do, and much that cannot be done with them. By removing the top section, the base may be used as a torch or brazing fire, enabling the user to accomplish any work any torch will do.

WHOLESALE DISTRIBUTORS

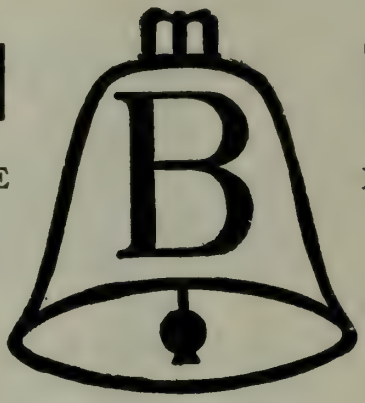
Caverhill Learmont & Co

MONTREAL and WINNIPEG

The

Steel Company of Canada

Limited

Bell Brand TRADE  MARK **Horseshoes**

REGISTERED

Accurate Crease, Exact Punching, Correct and Uniform Shape.

Horse Nails **Wire Nails**

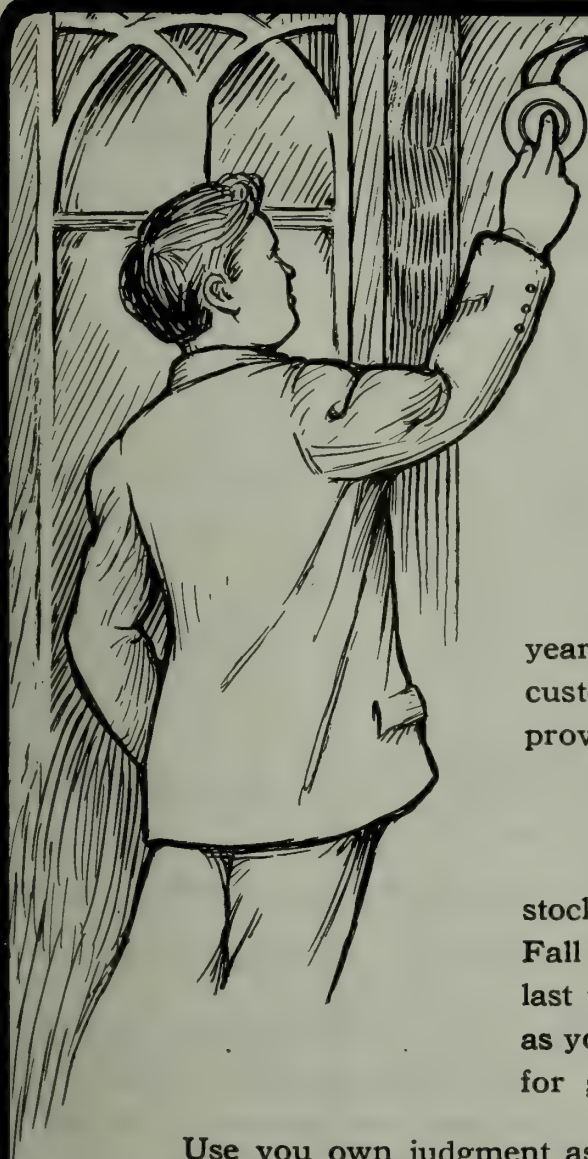
Bar Iron **Bar Steel**

Bolts and Nuts, Screws, Tacks, Bright Wire Goods, Wrought Pipe, Iron and Steel Wire, Field Fencing.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



You expect a prompt reply and get it.

Ever since we commenced business, many years ago, it has been our aim to satisfy our customers, and the growth of the business proves that we have been successful.

We ship reliable goods promptly.

Suppose that you are looking over your stock of Guns and Rifles — preparing for the Fall trade. Some line that proved a favorite last year is very low. Not much time to order as you want to get the benefit of all the demand for guns.

Use you own judgment as to which method you will use in getting a rush order to us. The Mail is useful and generally pretty speedy. There is no question about the speed and value of the wire, but for real accommodation use the night-letter. The night-letter is cheap, reliable and speedy—practically a telegram. It reaches us at 8 a.m. the next morning and your order is given immediate attention.

Send us your order early.

H. S. HOWLAND, SONS & CO., Limited

Wholesale Hardware

WE SHIP PROMPTLY. **TORONTO** **OUR PRICES ARE RIGHT.**

Graham Nails are the Best.

C.S.G. Co. CRESCENT BRAND

BUTTS AND HINGES

Our Brand guarantees the quality and your protection.

The demand is such that we are constantly asked

How many can you deliver us?

Do you not sell them?

Perhaps that is what is wrong with your hinge trade.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Educate the Public to Better Sanitary Arrangements

by showing them a full line of

GARBAGE CANS

WITH GALVANIZED STEEL BODIES AND SEAMLESS COVERS

Designed and Constructed to Give the Greatest Amount of Strength at Points of Greatest Strain



2 sizes, with Wood Side Protectors

Nos.	400	500
Dimensions Inches	17 x 25½	18 x 36

3 Sizes, without Wood Side Protectors

Nos.	30	40	50
Inches	14 x 21	17 x 25½	18 x 36



THE "ARROW" CAN

Two Sizes

No.	1	2
Inches	15 x 24	17 x 24

With or without covers



THE "REGULATION"

One Size Only

No. 4, inches 14½ x 20¾

With six wood side protectors



Three Size

No.	1	2	3
Inches	12½ x 13¾	14 x 15	15 x 17

Supplied with bail and back handles

These cans are heavily galvanized inside and out after parts are assembled and made up. This is a very important feature as it prevents rust and corrosion from eating out the bottoms.

FULL DESCRIPTIVE CIRCULAR AND PRICES FURNISHED ON APPLICATION

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

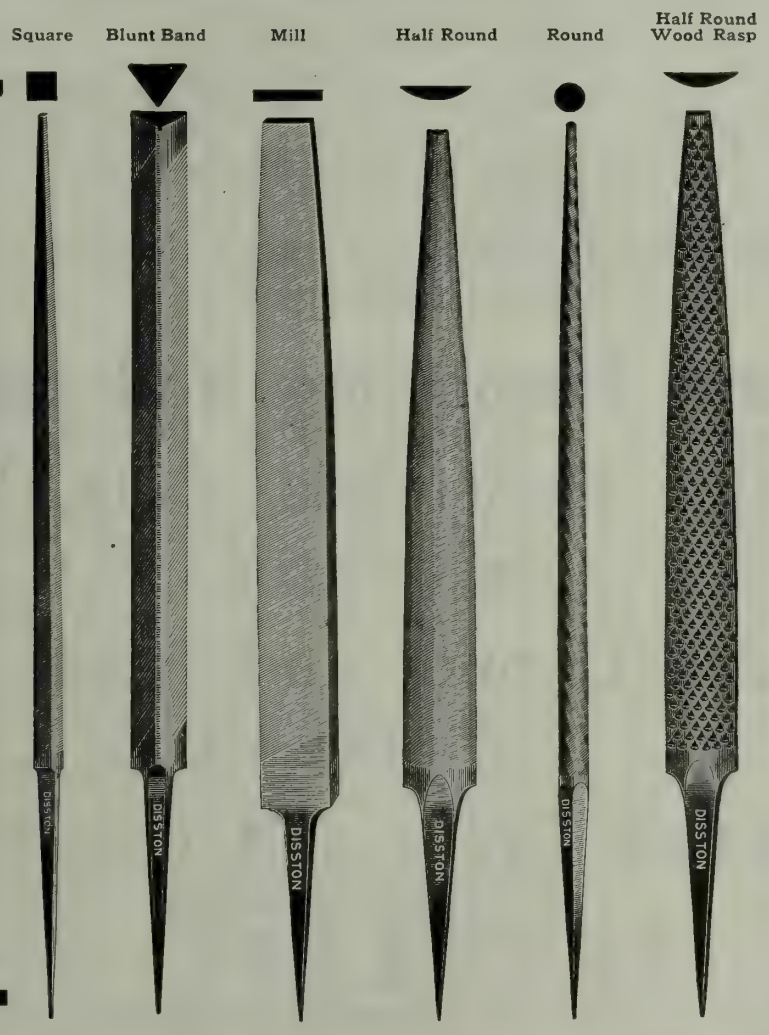
MONTREAL AND WINNIPEG

EVERY FILE STAMPED

Disston

Is warranted as perfect as a file can be made.

We use 40,000 Disston Files annually in our own works.
We sell exactly the same kind we use.



We illustrate here only a few from our complete line. All are made of Disston Crucible Steel; carefully forged; teeth well formed; specially hardened.

HENRY DISSTON & SONS

INCORPORATED

KEYSTONE SAW, TOOL, STEEL and FILE WORKS

PHILADELPHIA, PA.

Canadian Works: Fraser Avenue, Toronto, Ontario

Estd 1809 EVERED & Co LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire Mattresses.

Brass and Copper and Brass Cased Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN REPRESENTATIVE:

Geo. H. Saywell - Saskatoon

And 325 CRAIG WEST, MONTREAL

Cables and Telegrams: Rosswell, Saskatoon. Telephone, 4317 Saskatoon.

STOCK ROOMS AT:

"New American" Hotel, Hamilton, Aug. 7th to 10th.

and "Tecumseh" Hotel, London, Aug. 11th to 14th.



Hundreds of Hunters are going to carry "Tobin Simplex Guns" this fall. Are you going to sell your share?

Already plans for the coming shooting season are being laid. Gray-haired veterans and youths planning their first shoot, when they meet discuss learnedly about guns, and ammunition and decoys. You will find that they are all interested in the "Tobin Simplex Guns" that they have seen advertised, and of which they have heard such favorable reports.

Any hunter who has once carried a Tobin Gun is an enthusiastic admirer of it, and the favorable reports they have spread about it, coupled with the extensive advertising we have done, make the gun-selling problem simply a matter of carrying them in stock.

Are you the dealer in your locality who is going to get the business we have created?

Even if you have never handled guns before, you will find them a line you cannot afford to overlook. The business is there to be done and you might as well take advantage of it.

Tobin Simplex Guns

The "Tobin Gun" is made in Canada by workmen skilled in the operation at which they are engaged.

Only the best and lightest materials are used and every part is subjected to a rigid inspection before we allow it to leave our hands. We are obliged to do this because we give an unqualified guarantee with each gun, that it will be satisfactory in every way or the purchase money will be refunded. Think what a selling argument this is. There are several districts where we lack dealer representation and from which we have had numerous inquiries about our guns. Such orders we will turn over to the dealer representing us in these localities.

Write to-day for full particulars of the liberal terms we offer our agents.

The Tobin Arms Manufacturing Co., Limited

WOODSTOCK, ONTARIO

TRANSPAROL

Transparol is the finish that makes every surface a mirror, and is the leading finish for railroad cars, automobiles, and all other vehicles, also for leather.

Transparol is a particularly choice finish, and one that is positively indifferent to all effects of

Atmosphere
Acids
Oils
Gasoline
Salt Water, etc.

Transparol is the best preservative of wood known, and is equally as good a preventative of rust and corrosion of metals.

The gloss finish given a surface by an application of Transparol is so great that Transparol is the wonder of the paint and varnish experts.

Transparol comprises the following universal qualities:—

Flexibility
Elasticity and
Durability

History records that in Egypt they had a fluid which resisted the atmosphere for ages, and which modern civilization up to date has never been able to produce. THE OLD EGYPTIAN PRESERVATIVE HAS BEEN RE-DISCOVERED.

Transparol stands alone among the multitude of paints, varnishes and shellac products like the pyramid amidst the ruins of Old Egypt.

Transparol is indestructible; and when all other products have worn away, Transparol will still be there.

Transparol is sold on a guarantee to be satisfactory.

For Exterior and Interior Use

AMERICAN TRANSPAROL CO.

50 Church Street, New York

LIVE AGENTS WRITE FOR TERRITORY

Economy, Cleanliness and Safety

are the Three Essential Features of our

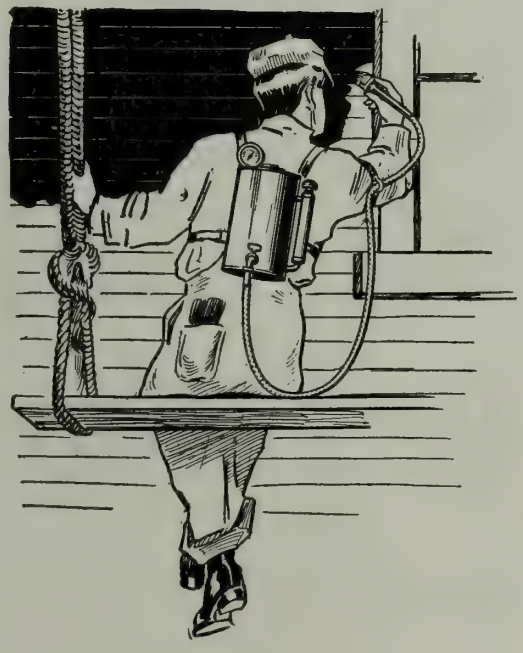
Automatic Paint Brush

40 per cent. LABOR SAVED
20 per cent. PAINT SAVED

It is adapted for use with all PAINTS and VARNISHES.

It can be operated by gravity or AIR PRESSURE.

It assures an equal flow at all TIMES.



It absolutely eliminates dipping and dripping and thus makes for CLEANLINESS.

It does away with the paint can and its resultant dangers.

Bristles are set in metal. Remember the name—

"METALSET"

For further particulars and descriptive pamphlet, address

Standard Automatic Manufacturing Co.

50 CHURCH STREET NEW YORK CITY

ASK YOUR JOBBER FOR PLYMOUTH ROPE

PLYMOUTH rope is the kind for the progressive merchant to sell. It is good, honest rope; it's always the same—no poor coils; no kicks from your customers on PLYMOUTH.

Perhaps your people don't realize what a difference there is in rope, don't know there is something better than the common kind.

It's an easy way to make a friend by showing them, and selling them a piece of

PLYMOUTH ROPE

"The Rope You Can Trust"

PLYMOUTH rope has been making friends for eighty-six years, and you can just as well as not get the benefit of a part of this prestige which has been accumulating all that time.

All that is necessary is to ask your Jobber for PLYMOUTH Rope.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER



The Buyer for the Home

She believes in the merchant who does business on the Quality basis—in goods whose trade mark is backed and pushed by energetic advertising.

The "Wear Ever" trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

You should have "Wear Ever" advertising—magazine and dealer aid—working for **You.**

Write

The Northern Aluminum Co., Ltd.

Toronto, Ontario

Dept. H

"Famous" Oil Heater

Light and Economical



2 SIZES

No. 15 Nickelled No. 25 Japanned

FEATURES:

The famous Oil Heater gives a uniform heat, is strong, light, economical, handsome and safe. It is just the thing for a chilly evening.
Is operated same as ordinary lamp, wick can be easily replaced when necessary to do so. Has solid base and feet which insure permanency of service.
In all, the "Famous" Oil Heater is a most satisfactory heater.

"McClary" Elbows

Round One Piece Riveted Seams



Now is the time to order for shipment of Elbows, Pipe, etc.
Orders are coming in fast—"First in first served."
You are undoubtedly familiar with the McClary Elbow and Pipe and will want to re-order.

McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
ST. JOHN

HAMILTON
CALGARY
SASKATOON

THE YANKEE

(Made in England)

A
$5.00
Safety Razor
that you can
Sell Profitably
at
$2.50



$18.00
Per Dozen
Delivered.

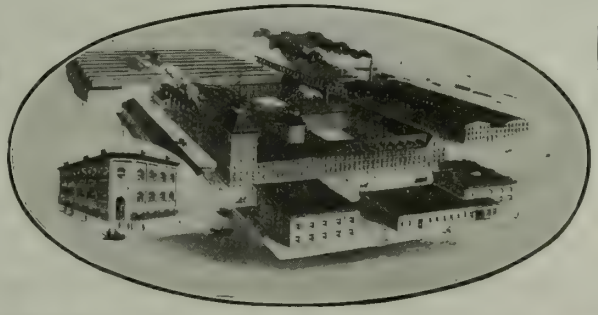
It's the most compact pocket edition of a case that you ever laid eyes on.

The entire effect and intrinsic value easily proves a Superior $5.00 standard.

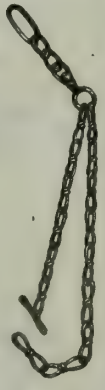
INTERNATIONAL DISTRIBUTING COMPANY, Montreal, Canada



GREENING'S COW TIES



GREENING'S CATTLE CHAINS



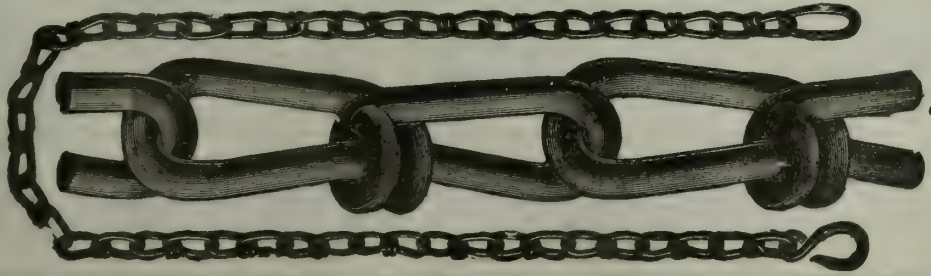
GREENING'S TRACE CHAINS

Where perfection in make and superior materials are taken into consideration in selecting chains for your trade, the Greening products have a decided advantage over all other makes. Greening Cow Ties, Cattle Chains and Trace Chains are made of Greening's Steel Chain, celebrated in every part of the Dominion for lightness, strength and good appearance. WRITE FOR CATALOG.

The B. Greening Wire Co., Limited

HAMILTON MONTREAL

Greening's Trace Chains will stand the pull that breaks others

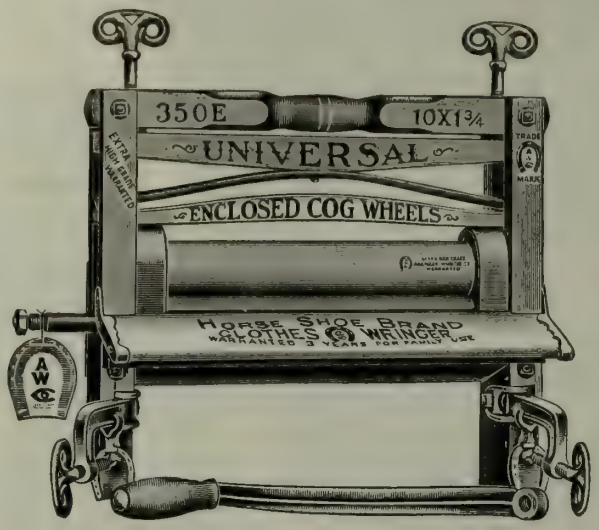


No breaking of traces at the most trying moment if Greening's are used

Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

The American Wringer Co., New York

OLD RELIABLE HOUSE

LION TRADE MARK BRAND



MAKES THE VARIETY

SATISFACTION FOR THIS BRAND OF CORDAGE GUARANTEED

Consumers Cordage Co.,

LIMITED

MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of everything in Cordage, Twines, Packings, Yarns and Tarred Goods

THIS IS THE SORTING SEASON
STOCKS SHOULD BE REPLENISHED
FALL GOODS NOW IN DEMAND

JUTE
Snap Halters, Packings, Twines.

RUSSIA
Halyards, Deep Sea Lines, Packings, Twines.

SISAL
Snap Halters, Clothes Lines, Baling Cords.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

F. H. Andrews & Son, Quebec, Que.

Consumers Cordage Co., Limited, 22 Church St., Toronto, Ont. and St. John, N.B.

Tees & Persse, Limited, Winnipeg, Regina, Calgary, Edmonton, Moose Jaw, Saskatoon.

MacGowan & Co., Vancouver, B.C.

OUR LATCH STRING'S OUT

In about a fortnight Toronto will entertain thousands of visitors, among them many of the livest hardwaremen of Canada. These men come here partly for recreation and partly to pick up that which is newest in the business world, both in the way of goods and business-getting ideas. In a word, many of the best merchants in Canada make this annual trip to find out newer and better ways of making their stores the centre of trade for their district, making it known as the depot for good values, good service and excellent attention.

THE GURNEY-OXFORD people announced two months ago a new advertising policy for this Fall—something larger and better in the way of co-operation for the sale of stoves than has yet been seen. Many of the trade have taken advantage of what we offered and have thrown in their lots with us for this Fall. Already our unique system for co-operation is effective for them. Now, about you, Mr. Dealer, you who have not yet written us—plan your trip to the Fair so that you will get into our office for an hour and just hear what we have to say. It certainly will involve not the slightest obligation for our latch string is going to be out and we want to at least have the pleasure of shaking hands with every live hardwareman who visits Toronto during Fair weeks. At the same time we will gladly show you what we are doing for others, whether your business centre is in a town of two hundred people or the City of Montreal. We have got a few new ideas for this Fall's business which it will pay you to absorb. We will gladly show you what we have to offer; you as a business man in your community will show you are just that by finding out what we have got.

It isn't just goods; it isn't just service; it isn't just advertising talk. We have got a new, complete business plan for the man whose stove business isn't all it should be, that is going to interest you to the last degree. Don't go by our door in a trolley car without finding out what all this is about.

And finally, to all our good friends in the trade, apart altogether from business, come in and talk things over. We will appreciate a confab with you more than we can tell you, and we will promise not to talk business all the time.

OUR LATCH STRING'S OUT

GURNEY-OXFORD **THE GURNEY FOUNDRY COMPANY, LTD.** GURNEY-OXFORD

MONTREAL, HAMILTON, WINNIPEG, CALGARY, VANCOUVER

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

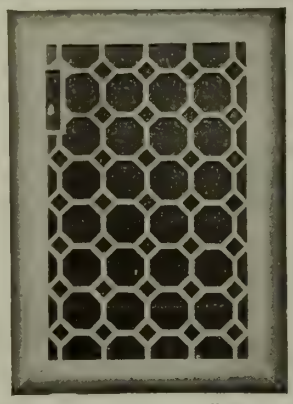
Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

No order too large or too small. Prompt shipments our specialty. Correspondence Solicited.

Cor. Manitoba and Sixth Avenue

P O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348



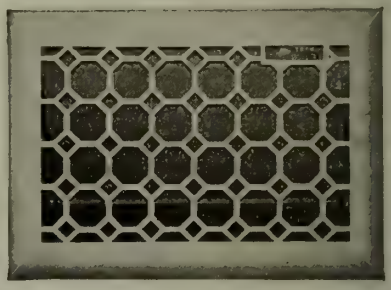
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

HAVE YOU EVER

Compared the Difference in Cost of Putting Up Different Makes of

EAVETROUGHING?



Acorn O.G. Square Bead, Perfect Fitting, EAVETROUGHING; made with steel dies; ten (10′) foot lengths. The kind which saves time and solder in erecting.

We form OUR EAVETROUGHING with a steel die, ten (10′) feet long, ensuring exact uniformity and absolutely straight lengths; one length fits into another accurately, leaving practically no space to *Waste Solder*.

DO YOU SEE THE ADVANTAGE?

Some shops make their own trough to give their men work and then waste more solder in erecting than the labor costs them.

DID YOU EVER FIGURE IT OUT?

Try OUR EAVETROUGHING on your next job and keep track of *Labor and Solder Cost*, and compare with your own or other makes of Eavetroughing.

We are getting the business on MERIT.

The trade are finding it PROFITABLE to buy "ACORN EAVETROUGHING."

Let us have a Trial Order.

METAL SHINGLE & SIDING CO., Ltd.

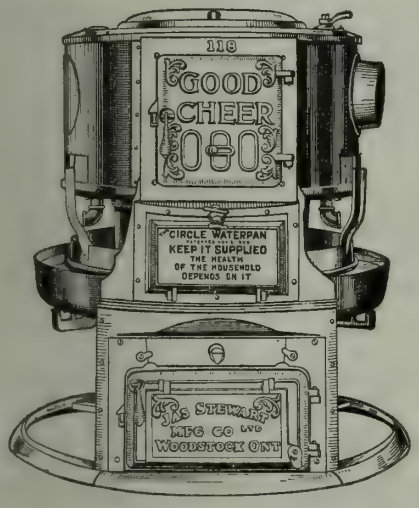
Preston, Ont. Montreal, Que.

You can well believe the good reports of the

"GOOD CHEER"

WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the "Good Cheer" and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

McLennan, McFeely & Co., Vancouver, B.C.

Wood, Vallance Hardware Co., Nelson, B.C.

Ross Bros., Limited, Edmonton, Alta.

Jewel Stoves and Ranges



STYLE R.F.

Royal Jewel Steel Range

The Range of Quality.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality.

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

We also make a great variety of **Cast Iron Ranges and Cooking Stoves,** including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. **The Grand Jewel Wood Cook Stove** is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of **Heating Stoves** to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

JEWEL
TRADE MARK

The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto, and Winnipeg.

Western Customers please write for imformation and send orders to our Winnipeg Branch, No. 130 James Avenue.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales gent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

SEYMOUR SHEARS

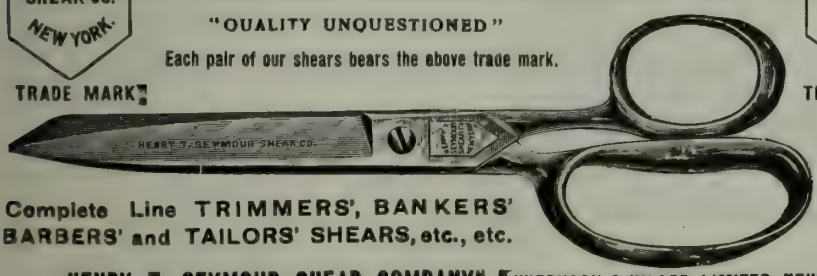
Have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY, WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

Three In One

We have just issued under one cover new booklet containing

First
illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials
and
Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

PEASE FOUNDRY COMPANY
LIMITED
Toronto, :: Canada

PEASE-WALDON COMPANY
LIMITED
Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

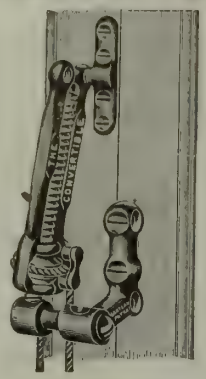
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON

⅜ screw 4/-
½ " 6/6

1795 BRASS

⅜ screw 5/6
½ " 8/6

1797 GUN METAL

⅜ screw 6/6
½ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked –thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.

The Owen Sound Wire Fence Co., Limited

OWEN SOUND, ONTARIO.

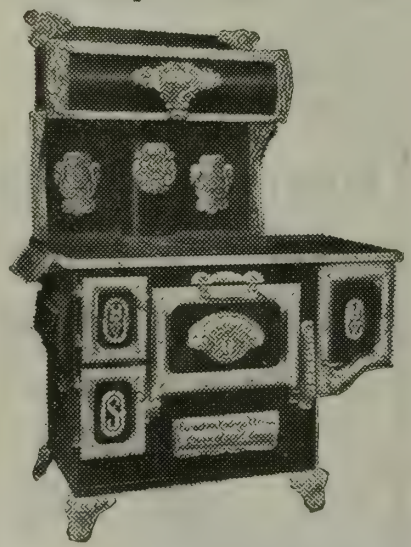
WESTERN AGENTS

Brandon Safe-lock Fence Co., Brandon, Man.

The Empire Steel Range

Selected material and skilled workmen insure a perfectly built range in every respect.

The Empire Steel is an extra heavy range, handsome in appearance---a range that will withstand hard usage. It has Double Flue Constructors. The fire circulates under reservoir.



This Range has become the widest seller on the market owing to its convenience, and its ability to do perfect, rapid heating and baking.

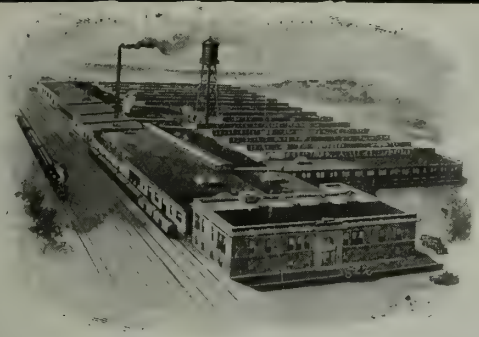
Don't fail to see our exhibit at the Toronto Exhibition

WRITE FOR SPECIFICATIONS AND CATALOGUE.

The Canadian Heating & Ventilating Co.,

OWEN SOUND, ONT. LIMITED

AGENTS—Canada Stove & Furniture Co., Montreal, Que. Christie Bros., Ltd., Winnipeg, Man.
M. C. Drew & Son, Vancouver, B. C.



If you could come to our factory

and see the many hundred busy people put forth their best efforts in the production of Door Hangers, Mounted Grindstones, and live hardware specialties, you would understand why there is such a demand for **RICHARDS-WILCOX** products.

Every dealer should have our catalogues for handy reference

WRITE US TO-DAY

Richards-Wilcox

MANUFACTURING Co.
AURORA, ILL. U.S.A.



Copp's Stoves and Ranges

SILVER QUEEN

Our new medium priced up-to-date Range.

It will pay you to investigate its merits.

"The Western Stove Makers"

W. J. Copp Son & Co

FORT WILLIAM, WINNIPEG. VANCOUVER.

This Stove Burns Stove Coal

Quick in Action and Always Under PERFECT Control.

The Cleanest, Safest and Most Economical Base Burner.

"Stove Size" Anthracite is better than "Chestnut" as it is purer coal, containing from 3 to 4 per cent. less slate and impurities. More pounds of real coal to the ton, burns better with less ashes, gives more heat units, holds fire longer and burns slower.

The "RADIANT HOME" is the only Base Burner specially constructed for burning "Stove" coal.

The LEAST FUEL.
The MOST SATISFACTION.

The "Radiant Home"



SAMPLE ORDER SOLICITED

Constructed at the request of the Anthracite Coal Mining Companies and endorsed and recommended by

The Canadian Retail Coal Association.
The Susquehanna Coal Co.
Lehigh Valley Coal Co.
Del., Lack. and Western Coal Co.
Phila. and Reading Coal and Iron Co.
Dickson and Eddy.

This style made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.

The William Buck Stove Co., Limited

Brantford Montreal Winnipeg Calgary Saskatoon Vancouver

RATCHET SCREW DRIVERS







The sale of this type of screw driver is rapidly increasing, owing to its handiness and rapid work.

Those of our manufacture are very simple in construction, almost impossible to get out of order, and are made from selected materials throughout.

They will give your customers the best satisfaction.

GOODELL-PRATT COMPANY

Toolsmiths

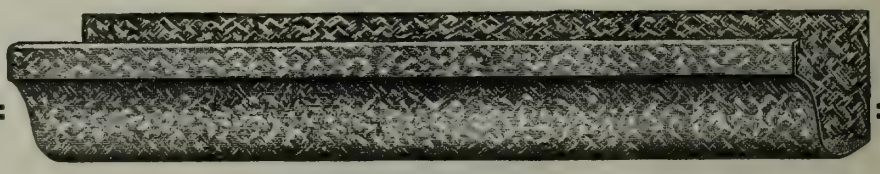
GREENFIELD, MASS., U.S.A.

Mr. Tinsmith, are You Aware

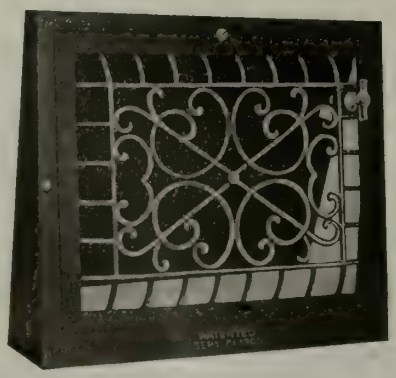
that we make the best fitting eavetrough, conductor pipe, ridge roll, valleys, elbows, AND CORRUGATED IRON on the market?
If not, a trial order will convince you.

WHEELER & BAIN
THE QUICK SHIPPERS

TORONTO,



CANADA



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



METALLIC CEILINGS

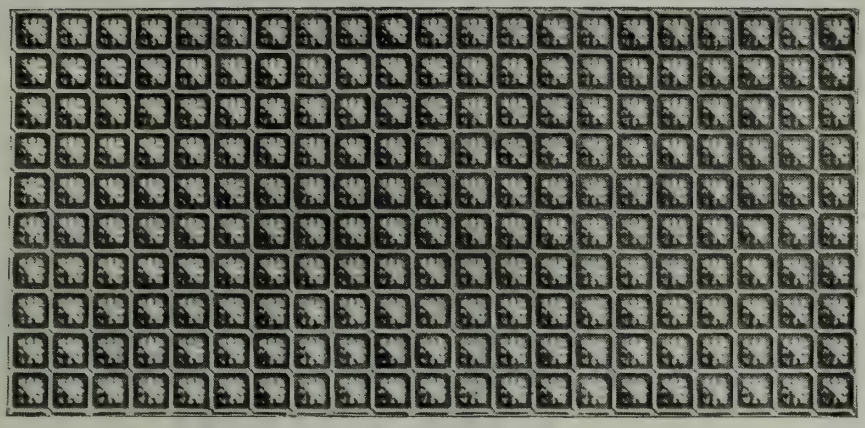
"Boost Them, Mr. Hardware Man, Boost Them."

HERE IS ONE OF OUR STRONGEST SELLING PLATES

No. 819 SHEETS ARE 95x29 INCHES.

CAN BE PUT RIGHT ONTO JOISTS.

NO FURRING STRIPS NECESSARY.



ACCURATE ON THE JOINTS.

SHARPLY EMBOSSED.

AN EXCELLENT PLATE FOR CLOSE-PRICE JOBS.

Write for Sample Piece. Gladly Sent on Request.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(23)

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

First Place is held by

STILL'S

AXE HANDLES

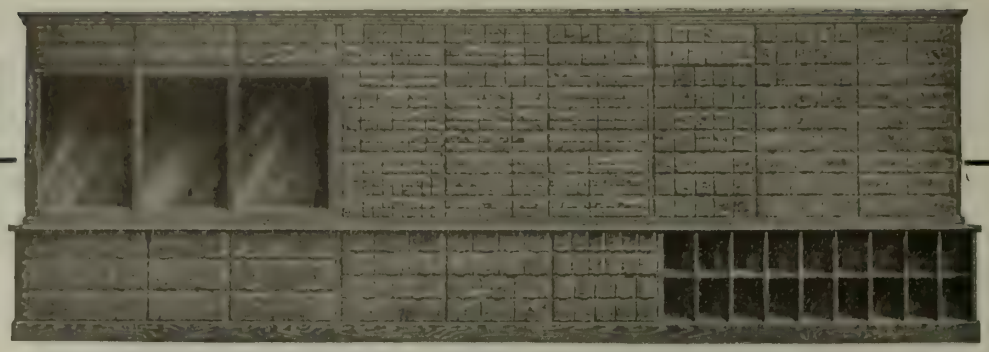
because of their uniformly high quality.

The wood for them is selected by skilled workmen and they are well balanced, well shaped and well finished. Only the most seasoned timber is used in their manufacture.

Write us for Prices.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS ONTARIO



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Food Chopper



Dana Mop Wringer takes a woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

MAKE MORE MONEY

No, we are not boasting any get-in-quick scheme. Ours is a simple business proposition.

In your spare time be a representative for the MacLean Publishing Company, publishers of MacLean's Magazine.

You will earn a handsome commission on every subscriber you secure.

The MacLean Organization is already over 400 strong, but there is room for more.

We want to have a representative in every populated centre in the Dominion.

Don't wait—get in touch with us now.

THE MACLEAN PUBLISHING COMPANY

143-149 UNIVERSITY AVENUE, - TORONTO, ONTARIO

This Man Takes His Oath

The FISHERMAN is known to be the most "exact" person in the world and some shooters can still draw the "long bow," but our customers are so convinced that

THE GREENER IS THE WORLD'S BEST GUN



that they lose no opportunity of advertising this fact amongst their fellow sportsmen.

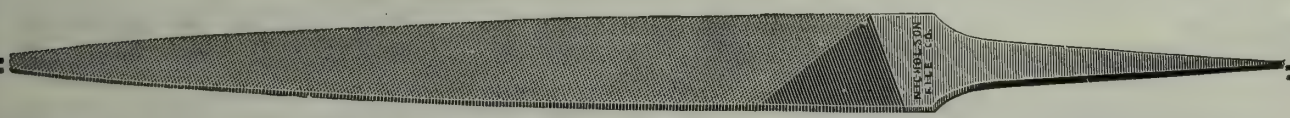
Mr. Beddall, a merchant of Port Carbon, Pa., recently shot a crow with his 16 bore Greener gun at a distance of 312 feet, measured by a civil engineer, and he has sworn to his statement before Mr. W. U. Gane, J.P.

Mr. Penn, of Columbus, O., another enthusiastic customer, writes, "I cannot thank you enough for my new gun. It is a 'jewel,' I would not take $500.00 for it. Hurrah for W. W. Greener, he certainly is the only gunmaker."

These arguments appeal to you and cannot fail to convince your customers; many thousands of sportsmen already know the advantages of the Greener gun, it only remains for you to supply their needs. One of our "HANGERS" would look nice in your store, may we send you one along with our complete catalogue?

W. W. GREENER, 63 & 65 BEAVER HALL HILL, MONTREAL, P.Q.

Works:—LONDON and BIRMINGHAM, ENGLAND.



Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company:—

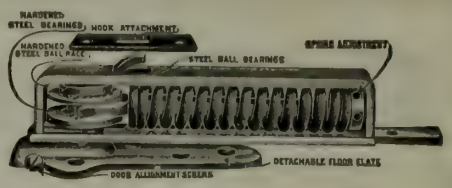
"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

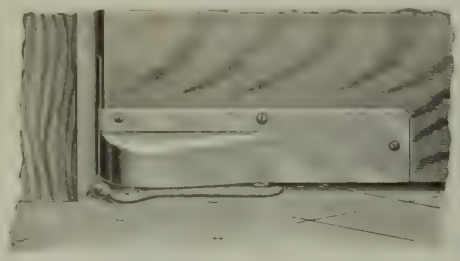
YOUR JOBBER KNOWS!

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.

ASK US WHY



If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



Stanley Tools

No. 50½ MITRE BOX

This has a single piece Frame, both the Base and the Back of which are accurately matched

The Saw Guide Uprights are steel rods and carry the Saw guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired A strong and accurate tool at a moderate price.

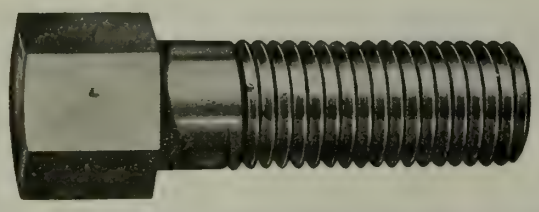
No. 50½ - - Price each $6.50
No. 60½ with 20 in. Back Saw " $9.50

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.



Acme Screws the quality kind

Dealers do not find it necessary to open up the shipments they receive and test them for accuracy.

We welcome the test of the gage on Acme products, but at the same time our customers, after the first order, are satisfied that Acme means first class in smoothness of finish as well as in accuracy.

We carry a complete stock of Cap and Set Screws at factory, can make deliveries an item of interest to you and prices that are attractive. Catalog?

THE NATIONAL-ACME MFG. COMPANY.
MONTREAL, QUEBEC. - - CLEVELAND, OHIO.

NEW YORK, 77 WHITE STREET. BOSTON, 141 MILK STREET.
CHICAGO, 549 WASHINGTON BLVD. DETROIT, 1222 MAJESTIC BLDG.,
ATLANTA, CANDLER BLDG.

Warehouses: NEW YORK, CHICAGO. Factories: CLEVELAND, MONTREAL.





Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things.

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used these will be always used. For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

Don't Trust to Luck

YOU never yet knew a fatalist who was a success. The man who makes good is not the man who lets things happen but the man who makes things happen.

If you are a man with selling ability and have not full scope for it in your present situation, you can find an outlet by becoming the MacLean representative in your district.

The MacLean Publishing Company are the publishers of MacLean's Magazine, for which new and renewal subscriptions are needed. If you can secure them it will pay you well.

This need not interfere with your other work—unless you find, as many others have done, that it pays you to give your whole time to it.

The MacLean Publishing Company

143-149 University Avenue, - Toronto, Canada

THE

ALASKA

THE FREEZER OF QUALITY



This shows the wonder-working aerating spoon dasher

More points of excellency are embodied in the ALASKA Freezer than in all other makes combined.

The ALASKA Aerating Spoon Dasher has given a new meaning to ice cream making in the home. It makes smoother, more delicious ice cream than any ice cream freezer ever made before and that too in three minutes' time.

It operates much more easily than any other freezer, transforming ice cream freezing from HARD WORK TO NO EFFORT WORTH TALKING ABOUT.

It is the simplest in construction. It requires neither skill nor patience to put an ALASKA Freezer together in from 15 to 20 seconds.

Every ALASKA Freezer is guaranteed as to material, workmanship and mechanical operation.

WRITE TO-DAY FOR ILLUSTRATIONS AND PRICES

THE SHEET METAL PRODUCTS COMPANY OF CANADA, LIMITED

Montreal TORONTO Winnipeg

NEXT

in importance to your decision to sell Wall paper is your decision to sell

STAUNTON WALL PAPER

IF you apply the same common sense rules to your selection of Wall Paper that govern you in the selection of your other lines you will select STAUNTON Wall Paper.

The most ATTRACTIVE line
The best SELLING line
The most PROFITABLE line

The more you look into this subject the more you will be convinced that STAUNTON Wall Papers offer you in the greatest degree the qualities that have made wall paper selling so desirable.

ARGUMENT

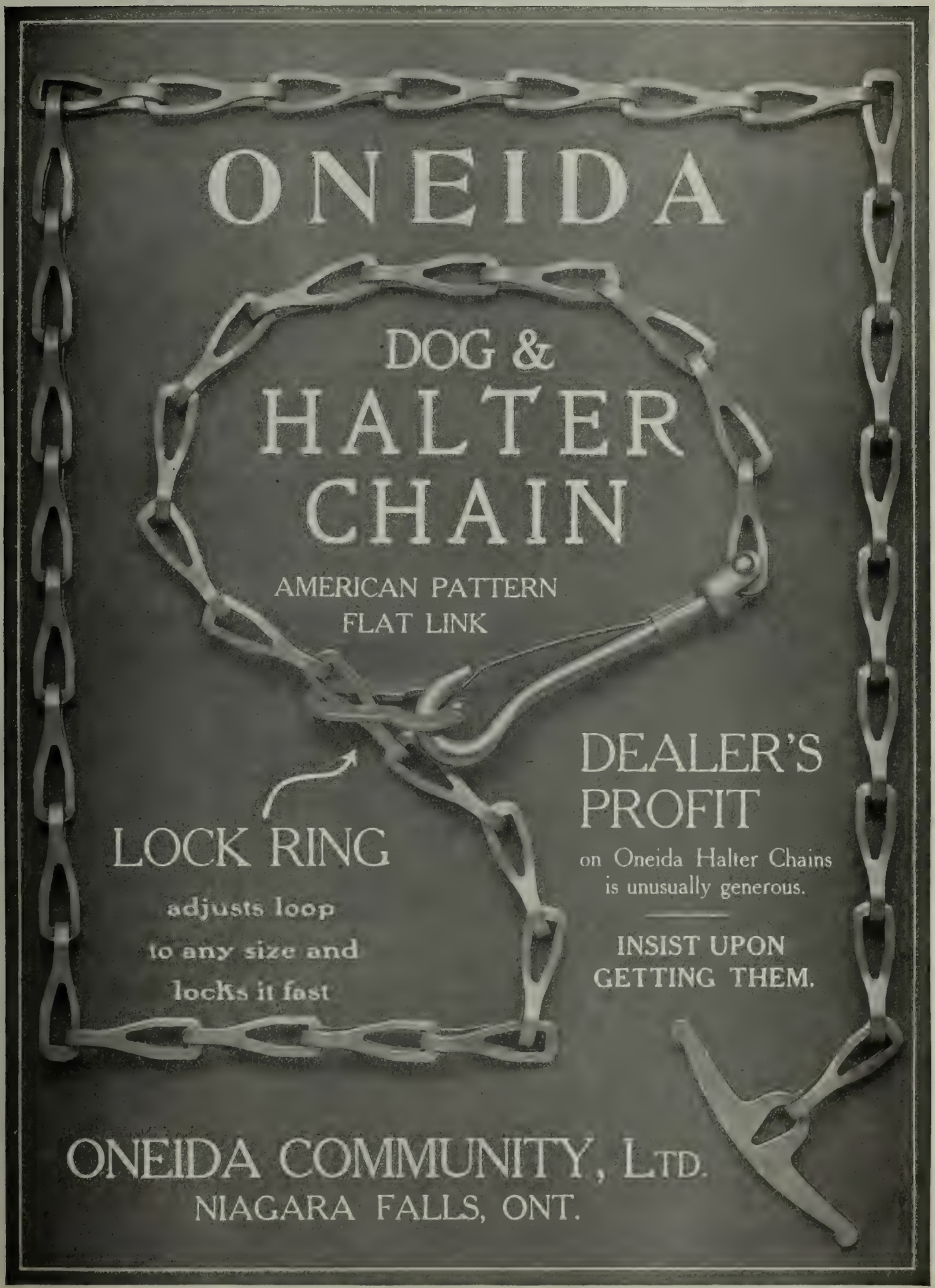
Your store is one of the first to which the householders turn when house renovating is to be done. Why turn them away to get their Wall Paper elsewhere? Sell them paint—Sell them varnish—AND SELL THEM WALL PAPER. Yours is the NATURAL STORE in which to buy Wall Paper.

Write us and we will arrange for you to see our magnificent 1912 line.

STAUNTONS Limited

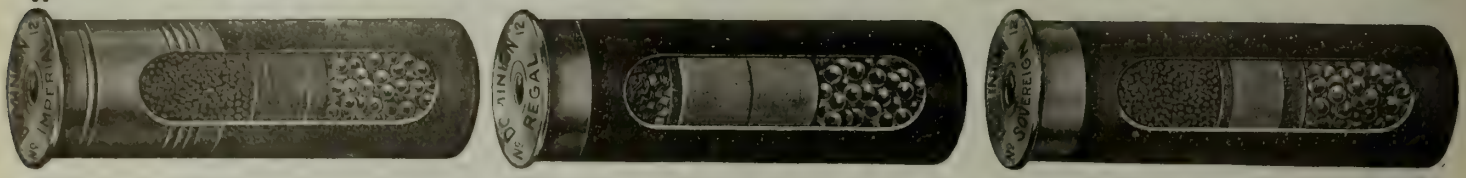
Wall Paper Manufacturers

943 Yonge Street, - - Toronto


ONEIDA
DOG &
HALTER
CHAIN
AMERICAN PATTERN
FLAT LINK
LOCK RING
adjusts loop
to any size and
locks it fast
DEALER'S
PROFIT
on Oneida Halter Chains
is unusually generous.
INSIST UPON
GETTING THEM.
ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

DOMINION

TRAP and LIVE BIRD LOADS



IMPERIAL REGAL SOVEREIGN

MADE IN CANADA

Loaded by experienced workmen with the most discriminating care and up-to-date improved machinery.

Every batch of ammunition is carefully tested for velocity, penetration and pattern. Primers made in our own factory give perfect ignition, are quick and sure, water-proof case, all wool wood felt wads, ¼ inch crimp allows the shells to work perfectly in a primer or automatic gun.

Popular trap loads of "Dupont" or 'Empire" in 3 drams, 3⅛ or 3¼ also 24 or 25 grains Ballistite or Infallible, and 1¼ oz. No. 7 or 7½ Chilled Shot.

BEST SHELL BEST PRICE

Dominion Cartridge Company, Limited

MONTREAL CANADA

REGISTERED

HRS&Co

TRADE MARK

Order Early for Fall Shipment.

We can supply everything in

HARDWARE and METALS

Tin, Canada Plates, Pig and Bar Iron, Anchors, Chain, etc.

Henry Rogers, Sons & Co., Limited

(ESTABLISHED OVER A CENTURY)

WOLVERHAMPTON & SHEFFIELD

Canadian Branch:

6 St. Sacrament St. - - Montreal.

Expert Window Trimmers Hold Convention

The Importance of the Store Window as an Advertising Medium Demonstrated —Some Points to be Borne in Mind in Arranging Displays — Hardwaremen are Becoming Interested.

Window dressing has become, not only an art, but a very important department of every successful retail business. This was demonstrated most clearly at the fourteenth annual convention of the National Association of Window Trimmers of America, held in the Hotel Sherman, Chicago, from July 31 to Aug. 3. There were a number of hardwaremen present, in addition to representatives from all branches of retail mercantile trade. A Canadian delegation was on hand, but there were no hardware window trimmers in the party. J. L. Maude represented Hardware and Metal at the convention.

The proceedings were opened by Geo. J. Cowan, vice-president of the Koester School of Window Dressing, who introduced the president, Morten Hoffstadt. Routine work was soon despatched, in order to give full time for the practical side of the gathering.

Officers Elected.

The following officers were elected for the ensuing year:

President — Morten Hoffstadt, St. Louis.

1st Vice-President—J. R. Reed, of Greenburg, Ind.

2nd Vice-President—Jacob L. Haines, Lancaster, Pa.

3rd Vice-President—H. L. Harper, Grand Rapids, Mich.

Secretary and Manager of the Employment Bureau—R. W. Hunsicker, Charleston, W. Va.

The bulk of the time was taken up with lectures and demonstrations on methods of devising and trimming successful, sales-making windows.

In the course of a very able address, S. R. Weiss, of Boston, forcibly defined the important position that window-dressing has assumed in the conduct of a successful store.

"It is half the battle in advertising," declared Mr. Weiss. "It hails a prospective customer as he or she sweeps past the store. It is a siren voice to the shopping crowds.

"Combined with the art of window dressing must be a knowledge of human nature. It is the psychological effect upon the prospective purchaser that does the work."

Originality Pays.

"The successful window trimmer will be found with at least a few original tricks about his windows," continued Mr. Weiss. "He will keep them timely and up-to-date. If the weather man says a cold snap is coming, he will hurry into the window with suitable things. If a hot wave is due, the window should have some suitable effect—an electric fan, rustling the leaves of an artificial tree, or something of that sort."

A number of devices were shown, and explained, for the trimming of attractive windows at a minimum of time and expense—important considerations for the hardwareman who has neither time nor cash to spare. Scenic backgrounds can be purchased at a small price—$5 will buy an eight-foot background. For use in the hardware store, such effects can be secured to represent hunting scenes (for sporting goods displays) iron fences, etc. Suitable effects can also be obtained for the display of tools and heavy goods of that description.

Importance of Price Cards.

One of the points most strongly urged was the need for attractively printed price cards. The doubting hardwareman—there are still plenty of them—who does not think it is wise to boldly display the price of the articles shown in the store windows, would have been won from his skepticism had he been present to hear the experiences quoted and the arguments advanced on this point.

"The price ticket is the thing that is interesting to everybody," declared one speaker. "A man looks at two things in seeking a bargain. The first is the price ticket, the next is the general appearance of the goods."

Do Not Crowd Windows.

Many good points were emphasized. One that should be taken to heart is that, in most cases, it does not do to crowd the goods in a window. A simple effect will sometimes draw the attention of the passer-by where a jumbled collection would be passed without a second look. "The window may show a garden effect," declared one expert, "with comparatively few goods shown, but it will 'pull.' If true to nature, and therefore attractive, it will lure big crowds into the store."

There are times, of course, when it is wise to show a big variety of goods. At Christmas time, for instance, when people require to make selections with perhaps no set idea of what they want, a good variety will prove effective in catching, and holding, attention.

Among other points taken up were the necessity for putting selling force into the displays—making the goods talk for themselves. Neatness, originality of arrangement, ingenuity of conception are among the factors in successful work.

Undoubted Success.

One carried away from the convention the impression that window-dressing has, indeed, become worthy the fullest attention of every merchant and clerk, no matter in what line of trade he may be engaged. This is a busy age and most people see a good deal more than they read. The store window has, therefore, become a wonderfully resultful medium for the advertisement of goods. The fact that progressive retailers are spending astonishingly large sums each year in the arrangement of "window advertisements," is the surest proof possible that they are getting results.

Conversation with some of the hardware representatives present soon showed that the hardwaremen of America are wakening with a vengeance to the importance of the store window. It is true that the hardware trimmer does not go to the lengths that the dry goods expert does. But he is getting there. Displays can be found in the windows of hardware stores nowadays which are so elaborate, and sometimes costly, that they would literally stagger the merchant of two decades ago who adorned his little dusty-paned front with a choice collection of pans, whisks and coils of rope.

It seemed to be the general opinion of the hardwaremen present that in their branch of trade originality was one of the most telling qualities. Hardware does not lend itself to artistic arrangement and the trimmer must, therefore, strive after something either highly instructive, realistic or unique.

Selling Supplies to Summer Visitors

Methods Adopted by Dealers to Catch Transient Trade—Assiduity of Small Town Hardwareman Rewarded — Many Opportunities Now Presented for Profitable Merchandising.

Opportunity, in the guise of special trade chances, raps almost daily at the door of the retail merchant. It is a fact, however, that few dealers recognize their visitor and they thus allow chance after chance to slip away.

With the rapid introduction of new goods, opportunities are presented of exploiting the very latest things. The change of the seasons and the vagaries of public demand are continually opening up new avenues of trade. The dealer who keeps his eye open will find something every week which he can use to attract special attention to his goods.

The writer called recently at a Grimsby, Ont., store and was much struck with the appearance of a large oaken cabinet, stored with cut glass and brass goods. It was situated immediately to the right of the entrance, and, on opening the door, the visitor was brought literally face to face with it. No one could escape seeing the display.

"We sell a great deal of this line of goods," said the proprietor, in response to a question. "They have only been in stock a short time. At first we did not try very hard to sell cut glass, and sales were not very fast. Then, as a last resort, we got this cabinet and placed the stock right up in the doorway. The goods have been selling like sixty ever since."

A little way farther back in the store is a cabinet which is used to display plates and bric-a-brac of the variety known as "Old Dutch," together with some pieces of Japanese hammered brass. The priprietor explains that he happened to stop in front of a store in Toronto one day where goods of that description were handled. It was early in May and he knew that the following month would see quite a number of weddings in his home district. The opportunity to invest in a stock of goods of that description appeared good, so he acted on the impulse and secured a supply through his jobber. The experiment was a success, for that particular line of goods had never been shown in that district before. A large number were sold for wedding presents, and a fairly regular demand has been experienced since.

Sold Sweaters.

The same dealer effected a heavy sale of sweaters this summer, through catering to the trade of American visitors at Grimsby Park. Knowing that woolen goods are much dearer on the other side of the line, he decided that with the usual summer influx of campers from the United States, there should be a healthy demand for such goods, and he stocked up with sweaters for men and ladies' sweater coats. A window display of the goods was all that was needed to create a demand, and in the course of a couple of hours one afternoon he sold $140 worth of goods.

This incident shows what can be done when the dealer makes an effort to create business, instead of waiting for business to come his way. Every thinking hardwareman will find ways continually of improving the demand for some lines of goods or of catering to certain customers.

An incident is recalled where an Ontario hardwareman, whose place of business was in easy distance of a well-known summer resort, did an exceptionally large business in the line of goods required by campers through his assiduity in finding out just what was needed. He had occasion to deliver goods at some of the cottages practically every day and frequently he did the delivery work himself. By talking to his customers he soon learned in what respects their cottage equipments were lacking. One needed a new gas or oil stove. Another was short on lamps, and so on. Now the summer cottager, who is in seek of rest above all else, will frequently put up with discomfort rather than go to the trouble of making a trip to secure the articles needed. This astute dealer followed up his enquiries by taking a sample of the article that he had found a certain cottager needed on his next trip to the place. He would then drive up to the cottage and show the article. In a large majority of cases sales were made and, in that way, he supplied his summer customers with goods which they would probably never have secured otherwise.

Selling Picnic Baskets.

At this time of year, picnics and excursions are held in largest number. There is, therefore, a good opportunity for the sale of lunch baskets. A good display of such in the store window is found effective in creating sales. Few households possess a basket which has sufficient capacity to hold the supply of good things which is requisite to every picnic or church excursion and which is handy to carry at the same time. Consequently, there is a good chance for lucrative business for any dealer who seriously endeavors to get it.

This is only one of the many opportunities presented at this season of the year. The arrival of summer and fall fruit on the market means that housewives will, for the next few weeks, be engaged in preserving and canning fruit. There is a splendid chance presented in this direction for the sale of the many articles needed in preserving.



By "Mack."

Bankers affirm that the first thousand dollars represents the greatest effort in saving. In a corresponding sense I shall lay it down that your first range sale to a farmer's family is likely to be difficult. If the goods on your floor are well-known and the maker's name untarnished the preliminary work is done and the ground is cleared for the part you are to perform in successful closing of the negotiation.

Much depends in salesmanship and confidence in your own ability and merchandise. To approach a prospective selling situation scientifically, it is valuable to acquire the art of excluding from the mind matters which held the attention or caused annoyance, and exert the faculties to successful winning thought. Language is needed—not exaggerated statements or open disparagement of a rival, but moderate claims, informed opinions as to comparative merits of your lines with those of competing firms and clear explanations of exclusive features. A present tactfully given forms a graceful and appreciated climax to those interesting proceedings, the importance of which is perhaps increased if the parties concerned are entering upon housekeeping.

THE QUIET CONSCIENCE.

A merchant says: "You want to look at this substitution idea as if there wasn't such a thing as advertising. Sell what pays you best every time, but sell what pays you best in the way of a quiet conscience and good reputation, as well as in immediate profits."

Montreal Store Improving Hardware Department

Important Changes Contemplated by Goodwins Limited—Fixtures of Most Modern Character to be Installed—Progressive Business Methods Have Increased Sales in Hardware Department.

The hardware department of A. E. Rea & Co., Montreal, which is now owned and operated by Goodwins Ltd., will undergo some important changes in the near future. This portion of the store, which is by no means the least important, has for the past several years occupied a somewhat congested position in the basement of their premises.

Since the addition of the new building it has been apparent that the quarters occupied are far from being adequate, and it has been decided to give this department the extreme west end of the basement next to St. Catherine St. J. A. Jackson, manager of this section, has just returned from New York, where he has been studying the style of fixtures used by the best houses, and no expense will be spared in the purchase of those lines here, to the end that the equipment may be second to none.

Mr. Jackson is a hardware man of many years' experience, and is a staunch believer in up-to-date methods. He believes in following the line of least resistance and in giving the customers what they want. While being very much against substitution, he is, of course not averse to educating a customer up to a higher standard.

The amount of business done in this store is probably greatest in household goods, and naturally these are the lines which are featured. It would indeed be hard to find a more complete display of graniteware than that shown in this store, and as care is taken to advertise this line well, especially at this time of year when preserving is in full swing, naturally the sales amount to a very large sum.

Demonstrations a Trade Stimulant.

Mr. Jackson states that he has found demonstrations a wonderful aid to stimulate trade: in fact he held a demonstration of aluminum ware a short time ago which showed most encouraging results.

A single girl was detailed to handle this work and during the time that the demonstration was in progress (a period of three weeks), over a thousand dollars worth of aluminum goods were sold.

Art brass work enjoys a very fair amount of attention, and is found to be very profitable, especially at Christmas time, when it is given greater prominence. Bathroom fixtures are also well featured, and it is said that the results from the attention given this line, make it well worth while.

Hunting for Refrigerators.

In order to give an idea of the aggressivness of this firm, it may be interesting to relate an incident which occurred this summer.

The number of refrigerators sold by this firm runs almost into four figures yearly, and towards the middle of the summer, when it was found that their supply was running short, in view of the shortage of the supply from the manufacturers, it was decided that drastic measures must be taken. Mr. Jackson, therefore, started on a trip which took him over two thousand miles before his mission was accomplished. Needless to say, the goods were obtained and the situation saved.

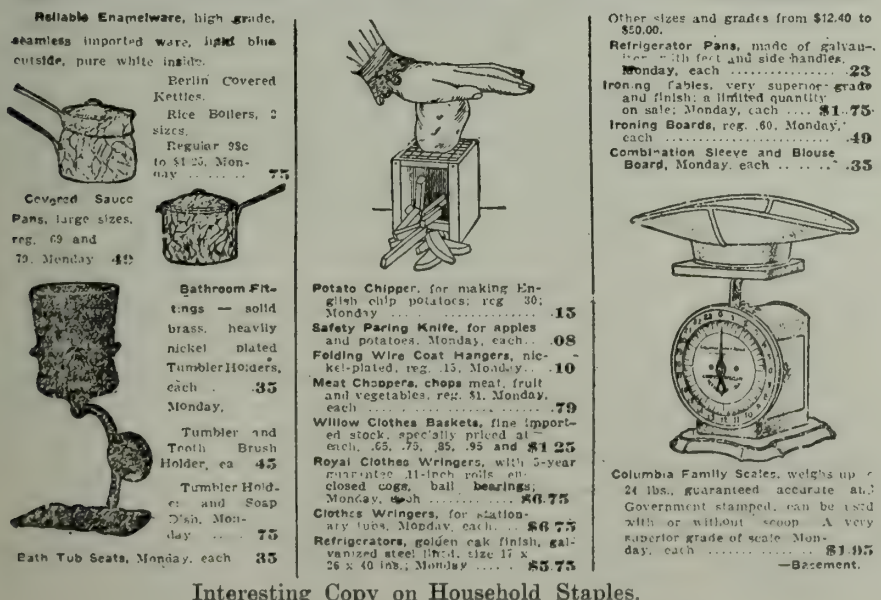
Window displays are used from time to time, and are found to be good business getters, these being charged to the department in the same manner as the advertising.

Close Atention Paid to Advertising.

The advertisements of Goodwins Ltd. always compare favorably with those of any other business house in Montreal, and the hardware department is well to the fore. The samples shown on this page are clipped from recent newspaper advertisements of this firm, and give an idea of how the hardware department endeavors to gain the attention of intending shoppers. The use of prices and cuts is noticeable, as is also the inviting description given with each item. The ads. reproduced were especially designed to attract women buyers.



How Goodwins Limited Appeal to Women Shoppers.



Interesting Copy on Household Staples.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

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IMPORTANCE OF WINDOW DRESSING.

There are abundant signs of the increasing interest being taken by the hardware trade in window dressing. Among them might be mentioned the suggestions and layouts furnished to dealers by manufacturers—a plan which in some lines has come to be recognized as an almost necessary detail of a selling campaign. The frequent inquiries from readers regarding books on window display, and the appreciative remarks which our subscription canvassers are constantly hearing about Hardware and Metal's articles on window dressing, are other indications which point to the same conclusion.

A little over a week ago there was a notable convention at Chicago, devoted to this one subject of window dressing, and artists in this line assembled from all over America to take part in the discussions. Several prominent window dressers from Canada were present at the convention and a staff representative of Hardware and Metal also attended to gather ideas which may be turned to the advantage of our readers. On another page appears an article on Window Dressing, based upon his observations at this convention.

It is pleasing to learn that several hardware window dressers attended the Chicago convention. The day is gone when the window dressing art was appreciated exclusively in the dry goods and gents' furnishing stores.

THE METAL SITUATION.

While it is hardly to be expected that there should be any great boom in metal during the heat of the summer vacation season, it is nevertheless true that sales in all the important metals are very satisfactory. Furthermore, conditions are such that, upon the resumption of active trading, business will start off with a rush, as metal consumers, almost without exception, have light stocks on hand.

Buyers who, some months ago, considered that the advancing market in tin would be only a flurry, have been sadly disappointed. The syndicate who cornered the market have not only succeeded in breaking all records for the price of tin, but have maintained their hold on the situation for a longer period of time than has ever before been accomplished under similar circumstances. This week's advance in both spot and future shows that the syndicate still have a strong grip on the market, and market experts express the opinion that there will be another squeeze in September. It is worthy of note that this syndicate control the New York situation as absolutely as they do the London market.

During the past week, the expected copper statistics have been issued, and they are very favorable to sellers. The heavy foreign consumption in June and July, coupled with fair domestic buying, have caused a big decrease in the visible supply in the United States. One would naturally expect that this information would give rise to a bullish movement, and a scampering of buyers to cover their immedaite needs. This has not yet materialized, probably due to the slump in Wall Street, as copper always seems to follow the vagaries of the stock market, more closely than any other metal. However, in view of the statisties mentioned, it seems a safe prediction that copper has touched the bottom, and that an upward tendency will likely manifest itself in the near future.

Prosperity in two European industries, has caused a scarcity in spelter and a corresponding enhancement of values. These industries are the brass and galvanized sheet works, which have been unusually active, and consuming tremendous quantities of spelter. The Canadian price has advanced during the past week, and stocks in this country are not only light, but are practically bare of European brands. Under the circumstances, the prices quoted are considered cheap.

Lead is decidedly scarce, but, although many consumers are in actual need of the metal, buying is not active at present. There is no doubt, however, that buyers will soon be coming into the market, as the high prices ruling are justified by the state of the market.

Continued improvement in the U.S. iron and steel situation, is benefiting the Canadian industry, and there is less talk of American pig iron being sold to Canadian consumers at low figures. Stove founders and implement manufacturers are all very busy, and the numerous foundries devoted to general work are also displaying renewed activity, so that the outlook for fall is very reassuring.

PARCELS POST OVERLOOKED.

Owing possibly to the fact that the Reciprocity issue has overshadowed everything else of late, the announcement of Hon. Mr. Lemieux in the House of Commons relative to Parcels Post has been allowed to pass almost unnoticed. The question was not debated at any great length in the House and the press of the country has not commented on it to any extent. There are undoubtedly a great many people in all parts of the country, whose interests would be directly affected by the passage of Parcels Post legislation, who have not heard that the reintroduction of the measure is contemplated.

It is here that the chief danger lies. The matter should be given fullest publicity and those whose interests would be adversely affected should not forget to urge their side of the case.

Several newspapers, in referring to the announcement of Mr. Lemieux, have favored the proposal on the ground that it would free the country from the imposition of excessive express rates. They view the establishment of Parcels Post as a remedy for this evil. They do not pause to recollect that an evil cannot be remedied by another evil; for all will admit that any change tending to further aid the mail order house in its inroads on the trade of the home dealer is a great and serious evil.

LIVELIER METHODS IN EAST.

We often hear the expression used, "the effete east." The march of progress has been so steadily westward that the impression has become settled that the farther west you go, the more up-to-date you find things. There are undoubtedly good grounds for this assumption. Starting in the Orient and traveling westward through Europe and across to America, it will be found that, generally speaking, advancement travels the same route as the sun.

But the "effete" countries of Europe appear to be waking up. In commercial matters, they are showing a new energy and, in some respects at least, are outstripping their western competitors. It may surprise some to learn that the 5, 10 and 15 cent store, which is a typical product of the western hemisphere, has found a foothold in Spain. Commerce in Spain is generally supposed to be conducted on a slow and dignified basis, far removed from the hustle and bustle which must necessarily go with the 5, 10 and 15 cent emporium. Nevertheless, a large departmental store, or bazaar as it is called there, has been opened in Berlin where hardware, chinaware, fancy articles are sold, nothing exceeding 12 cents in price. Futhermore, it transpires that in Malaga there has been such a store for over twenty years where prices vary from 2 to 9 cents—never more. It is now proposed to carry a larger assortment of goods than in the past and to Americanize the store methods in some respects.

Undoubtedly, things are being stirred up in the east. At this rate, we may some day find the solemn Turkish merchants delivering goods by motor truck and advertisements of Persian rugs placarded on the walls of Bagdad.

TURPENTINE TROUBLES.

The course of turpentine during the past eight months has been highly erratic. Price changes have been so continuous and so steep that purchasing has been more or less of a gamble. The advances in price during the spring were so prolonged that many dealers who kept postponing the necessity of laying in a supply, in the hope of a break, were rather badly bitten. When the break did come, it came so suddenly and the succeeding slump was so marked, that again dealers were in a quandary as to the proper time to buy. General opinion scouted the idea that turpentine could get any lower than the mark registered, say six weeks ago, and yet more or less regular declines have been recorded each week since. Dealers who thought the market had reached rock bottom then and who laid in a large store, will probably find it hard to sell their stock now with a fair margin of profit.

Has the market steadied down at last? Some, who are closely in touch with conditions, predict that turpentine will go still lower before August is out. The fact hat there are 30,000 barrels stored at Savannah at the present time would seem to lend some degree of substance to the theory. There is quite apparently a good stock in sight and demand has not been overly heavy of late, so that lower prices do not seem at all improbable. It is not likely, however, that the changes, if they materialize, will be very steep and dealers should not delay purchasing for any length of time in the hope of substantially better terms.

POINTED EDITORIALS.

Western crop reports read like a big fall business for hardwaremen in the Prairie Provinces.

* * *

Make your fall business hum, with appropriate window displays, and good convincing advertising.

* * *

Lower levels still are predicted for turpentine. The price is now below the normal figure for this season.

* * *

Collect conscientiously and consistently. This sums up one of the first duties of the retail hardwareman at the present time.

* * *

With the promise of a good crop in the West, all doubts as to the continued prosperity of the country have been effectually dispelled.

* * *

How many of your clerks will enter Hardware and Metal's Stove Selling Competition? It will pay you to encourage their participation.

* * *

Election and reciprocity issues have overshadowed the Parcels Post issue. It is the duty of the retail dealer to see that the obnoxious legislation is not allowed to slide through unawares.

* * *

Trusts brought the late J. W. Gates much of his money of late years. Trust did not bring him the money which gave him a start when he was running a small hardware business.

* * *

A clearing sale of sporting goods is wise at this season of the year. It entails loss of space and money to carry stocks of baseball bats, balls, gloves, etc., through the winter season.

* * *

The Seventeenth Annual Meeting of the Maritime Board of Trade should draw a large attendance of business men. It will be held at Moncton, on Wednesday and Thursday, of next week.

* * *

The career of Bet-You-a-Million Gates, from the time that he ran a small hardware store until he gained a place among America's multi-millionaires, was a most spectacular one. It illustrates the fact that no place is too high for a man to aspire to nowadays.

* * *

The Fall is the "psychological moment" to collect accounts from customers in the rural sections. With the returns for his summer's toil pouring in, the farmer is better able then to pay his bills than at any other time of the year. Get your bills out bright and early.

* * *

Larger markets may or may not be good for the country at large—the politicians will settle that point—but the fact remains that a larger market is a good thing for the home dealer. He can always secure this by keeping his stock right up to the minute and appealing to his customers in a progressive, business-like way.

John W. Gates, Multi-millionaire and Plunger

Starting as a Hardwareman in a Small Village, This Picturesque Financier and Plunger Rose to a Place Among the Leading Trust Magnates of America — He Once Broke Records as a Wire Salesman.

John W. Gates, multi-millionaire, salesman and plunger, died on Tuesday in Paris, France. His career was sensational and picturesque and full of achievements, some of them highly creditable, some distinctly unique. He had the reputation of being the greatest salesman the United States ever produced—perhaps the greatest the world has seen. He was undoubtedly the greatest plunger of his day. He would stake enormous amounts on the rise or fall of a stock or the speed of a horse. So addicted was he to gambling and so utterly daring that he become known as "Bet-you-a-million" Gates.

The meteoric career of the plunger-millionaire will be doubly interesting to hardwaremen from the fact that Gates was himself a dealer in hardware. He began his business career in the Village of Turner Junction, Ill., where his father kept a hardware store. He subsequently was in business for himself, but the cramped limits of mercantile life in Turner Junction proved irksome to young Gates and he decided to branch out when his chance came. The chance came with the invention of barbed wire. Young Gates took a position with a wire manufacturer purely on commission—and started for Texas, where he canvassed the ranchers. He soon proved his mettle, for the amount of barbed wire that he sold in his first year on the road (if traveling among Texan ranches of that day could be termed "on the road") still stands as a record. Gates was not only a barbed wire salesman, he was a "live wire"—to use a phrase more recently coined. From salesman to manufacturer, from manufacturer to trust magnate, were natural steps for a man of his outstanding ability. His career in the circles of highest finance was quite as successful as it had been in the earlier stages. He is even credited with having conceived the idea of the steel trust, and having put through the preliminary negotiations.

It is said of Gates that his personal efforts to build up a fortune were clean. The money that he acquired in his own business was untainted. He did not build up his fortune solely through thrift, for he won an international reputation as a lavish spender, and he played ducks and drakes with immense sums.

The career of the deceased millionaire contains an object lesson for all men in the same station of life from which he rose. He began with no better prospects than many thousand other small hardware dealers of the present day. He had no one to give him a helping hand, no resources but a fertile mind and a great store of energy. It was natural that he should drift, first to the road and then to the factory, but one cannot help wondering what a man of his capabilities would have done had he remained behind the counter at Turner Junction. He would probably have turned the traditions of the sleepy little place topsy-turvy and established such a country store as has never been seen.

The moral of the story of John W. Gates is that there is no limit to the height to which a man of ambition and energy can attain and that a fund of ready resource and a willing disposition are better assets to start with than a bank roll. There are other morals—relating chiefly to the folly of gambling and such indulgences—but they are lost sight of in the outstanding story of this energetic man's successful climb from obscurity to great wealth.

Twenty Years Ago

In the Canadian Hardware Trade

The following items appeared in Hardware and Metal, issue of Aug. 15th, 1891:

"Late advices from Mr. Harry Newman, of the firm of Crathein & Caverhill, say that he is still touring on the continent, but expects to return thoroughly rejuvenated for the fall trade."

Editor's Note.—Mr. Newman later became a partner in the firm Caverhill, Learmont & Co., Montreal, and up to the time of his death, was one of the most widely known and best loved hardwaremen in the trade. Two of his sons are still connected with Caverhill, Learmont & Co.

"Andrew A. Brown, Montreal, manager for the McCleary Mfg. Co., is at present down by the 'Sounding Sea,' visiting the principal towns of the Maritime Provinces, combing business with pleasure."

Editor's Note.—Mr. Brown retained this position until his death, and was largely responsible for the development of McClary Mfg. Co.'s business in Eastern Canada. His successor in the Montreal management is J. C. Newman, a son of the late T. H. Newman, mentioned above.

Hardware Letter Box

Book on Window Dressing.

Chas. K. Penfold, Guelph.—"Please advise where I can secure a book on hardware window dressing, having cuts and suggestions."

The MacLean Publishing Co. sell two splendid books on this subject: Window Dressing Manual, price $3.50, and Hardware Window Dressing, price $2.50. Both are copiously illustrated and contain complete descriptions of the windows shown. The former is the more recently published.—Editor.

Heating System.

A subscriber asked, in last week's issue, for the name of the firm making the Waterbury heating system. Through the kindness of A. W. Holliday, Millbrook, Ont., we are able to state that this system is the product of the Waterbury Heating System, Minneapolis, Minn.

Ice Cream Freezers.

J. M., Toronto.—"Who handles Peerless Iceland ice cream freezers in Toronto?"

H. S. Howland, Sons & Co. handle the Peerless in the 20-quart size—Editor.

Mercury in Quantities.

P. Hymmen Co., Berlin.—"Where can we buy mercury in quantities?"

Apply any drug jobber, e.g., National Drug & Chemical Co., Toronto.—Editor.

MARITIME BOARD OF TRADE.

A booklet issued by the Maritime Board of Trade, outlines the subjects to be discussed at the annual meeting, which takes place at Moncton, N.B., on August 16th and 17th. Some topics of large importance to the Provinces by the Sea are slated for discussion, and the two days should prove of great interest and value to all who attend. A full report of the meeting written by a staff correspondent will appear in Hardware and Metal, issue of Aug. 29th.

Our Page for Hardware Clerks

Does Your Time Pay You Full Dividends?

Asking the Same Questions Twice Betrays Misuse of Time —Spend Your Minutes Learning the Business — Know How Your Goods are Made and How They are Used.

By Victor Lauriston.

"Say, Jim, where d'you put those muskrat traps?"

"Do these cans of paint hold a full quart?"

"Are the handles on this cutter reversible?"

You've heard just such questions go kiting through the atmosphere of some hardware stores. Maybe you, yourself, have sent them kiting now and then.

If you ask a question for the first time, all's well and good. You can't know things unless you learn, and you can't learn without questioning—though the time to ask is before the customer comes, not while you're waiting on him.

But if you've asked such questions, and again asked them, and yet again asked them—and still continue to ask them without let or cease—then it's time to slink away into a quiet, obscure corner and take a gentle little tumble to yourself.

For the world's rewards these days are stored up for the wideawake man who knows—and though the wideawake man must ask questions in order to know, the man who asks the same questions time after time and never tries to learn between times isn't wideawake, and doesn't know.

Did you ever stop to consider what a powerful lot of time you spend in the hardware store?

Time is your chief capital, just now. Cash capital is shy—otherwise, you'd probably be in business for yourself, instead of clerking for Jones. But, time being your capital, it's your business to draw as big dividends as possible upon every minuate of time you invest. And you're investing the minutes quite heavily in the hardware business.

Are you drawing dividends?

Your dividends aren't merely the few dollars the boss pays you at the week-end. You have a chance to draw dividends far more substantial in knowledge of the hardware business, of its customers, of the various processes into which articles of hardware enter, of store arrangements, store methods and salesmanship. Dividends of this sort, unlike the cash, aren't readily dissipated; they accumulate, and, fitting you to go into business for yourself, enable you, as the years go by, to draw added and steadily increasing dividends. They become permanent capital; they form a better asset even than dollars piled up in a savings bank.

Are you drawing such dividends?

You draw them only when you sedulously strive to add to your hardware knowledge—your knowledge of hardware lines, of hardware firms, of hardware customers, of hardware salesmanship. You draw them only when you dig deep down into the heart of hardware, and learn all there is to know about it.

Can you find any item of the stock at a moment's notice?

Do you know the price of everything that your store sells?

Are you posted on the capabilities of the various lines you offer? Can you tell a customer whether or not they will suit the purpose for which he intends to use them? If he cites a purpose can you suggest goods that will fill the bill?

Do you know anything about paint beyond what the labels on the cans tell you? Can you estimate for a customer how much prepared paint will provide two coats for his barn? Can you show him the best and most economical way to lay it on, or the correct style in which to handle the brush?

Are you studying human nature, and learning how to adapt yourself to its varying phases, as displayed by hardware customers?

Do you know the strong selling points of every important article in the warerooms or on the shelves, and have you a tight grip on the most effective method of bringing them out so as to convince your customer?

In short, do you make the most of your opportunity to train for bigger things?

If you do, you're choosing the pathway that all the men who have attained big things in business have been compelled to tread.

HARDWARE CLERKS' BID FOR A PENNANT.

Chatham, Ont.—The hardware clerks' team, after a strenuous season's work, just failed to capture the city league pennant. The boys had the honor of being the "runners up," however, being downed by the winning Manson Campbell team in the final contest only after a hard-fought game. The hardware team is one of Chatham's best baseball aggregations, and has figured prominently in the popular sport for several years past.

TRY FOR A PRIZE.

Every hardware clerk who reads this page should take part in the Stove Selling Competition, announced in last week's issue of Hardware and Metal. If you didn't notice the announcement be sure to look it up, and study out a means of solving the problem submitted. Every Canadian hardware clerk is eligible to enter the contest.

CLERKS READ EVERY NUMBER.

E. Boucher, St. Hyacinthe, Que., writes as follows: "I notice that my subscription to Hardware and Metal falls due to-day. It is with great pleasure that I enclose you my accepted cheque for $2, in renewal for next year. I find all numbers very interesting, and each of my clerks reads every number with attention. Thanking you for the benefit of your experience, I am, etc."

APPOINTED B. C. AGENTS.

The Star Expansion Bolt Co., of New York, announce that they have appointed W. T. McArthur & Co., 1142 Homer St., Vancouver, as their representatives in British Columbia.

WRITING PRICE CARDS.

There is a knack in writing price cards, which helps considerably in making sales. Anthony Mole, Queen street east, Toronto, uses cards very largely. Some of his cards contain terse but forceful arguments as well as the price of the article. This plan disposes of the difficulty noted by the retailer quoted above, insomuch as it is possible to call attention to the quality of the article as well as the price, on the carh. Mr. Mole sometimes uses cartoons to brighten up his price cards and placards.

News and Methods of Canadian Hardwaremen

Regina Firm Holds Successful "Quarter Sale"—New Hardware Store To Be Built at Revelstoke.

A "QUARTER SALE."

Regina, Sask.—Peart Bros.' Hardware Co., have been conducting Saturday sales for some time back and have found them quite successful. Satisfactory crowds have been attracted and stocks of large proportions have been cleared out.

The sales have proven so successful, in fact, that last week an innovation was introduced. A two days' sale was put on for Friday and Saturday, and a substantial cut in prices was announced in the daily papers. Goods priced at 35 to 50 cents were all sold out at 25 cents. It was, in fact, a "quarter sale," as everything put on the special list was sold at that figure. Among the articles on sale were: Stew kettles, 10-quart, enameled; frying pans, 1-inch, enameled; wash boards, zinc; pitchers, 8-quart, enameled; towel bars, 8 bars; tea pots, tin; nut crackers, 8 pick; butcher knives, 8-inch blade; pocket knives;

To advertise the sale, a window display was arranged of some of the more attractive articles. Among the goods shown were razor strops, brushes, hammers, screw drivers, rules, pliers and padlocks. All were sold at the special sale price.

TO BUILD NEW STORE.

Revelstoke, B.C.—F. H. Bourne, of Bourne Bros., hardware dealers and plumbers, states that they are figuring on putting up a new store building on First Street West. The intention is to put up a handsome two-storey building of brick and cement, to be used for store purposes solely. Whether he will do so this year depends upon certain circumstances. Owing to the lateness of this season he was not sure whether it would be advisable to start this season. In the meantime, however, the occupants of the buildings now on the ground have been given an intimation that at any time they may be required to move off.

SUGGESTED DISPLAY OF HOLLOW WARE.

As an aid to the hardwareman, in displaying hollow ware and kitchen utensils of their manufacture, the Griswold Mfg. Co., of Erie, Penn., are sending out a circular illustrating three suggested arrangements. They also announce that they are prepared to supply a series of border pasters to complete the display, and draw attention to the brand of goods on sale. The pasters are of such size that they can be suitably arranged in any shape or size of window.

ST. THOMAS CIVIC HOLIDAY.

Hardware and Metal is indebted to Ingram & Davey, of St. Thomas, for correcting an error in last week's issue. The date of St. Thomas' Civic Holiday was there given as Aug. 7th, but it should have been Aug. 14th. Travelers who had contemplated visiting St. Thomas next Monday, should change their plans.

PROMOTIONS IN McCLARY MFG. CO. STAFF.

The resignation of Fred W. King, for eight years superintendent of the foundry plant of McClary Mfg. Co., London, Ont., has necessitated a number of changes in the staff. All these changes are in the nature of promotions, and took effect on the first of the month, as follows:

To be foundry manager, M. F. Irwin, formerly sales manager.

To be superintendent, John B. Walton, formerly assistant superintendent.

To be assistant superintendent, Thos. L. Taylor, special salesman.

A. M. Smith will, in addition to his duties as local sales manager, take over the duties of acting sales manager.

MERGER OF CHATHAM MANUFACTURERS.

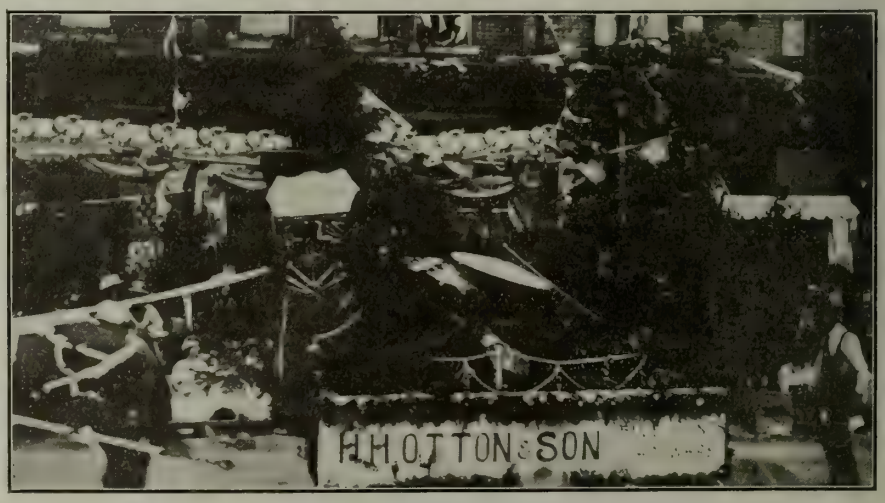
The amalgamation of the Wm. Gray & Sons Co. and the Manson Campbell Co., arrangements for which have been in progress for some time past, went into effect on August 1. For a considerable time past the Gray-Campbell Co., a subsidiary concern, has handled the output of the two firms in the Canadian West, the present merger of interests being the logical development. The Gray output consists largely of carriages, carriage parts and automobile bodies; while the Campbell Co. manufacture fanning mills, kitchen cabinets, heavy scales, and a number of other lines.

SEVERAL U. S. MILLS WORKING TO CAPACITY.

Cleveland, O., Aug. 10.—The Iron Trade Review to-day says: The gradual improvement in new orders and specifications for steel during the past several weeks continues, and as a result a number of mills have withdrawn low prices on plates and steel bars. While slight concessions are still being made, the extremely low quotations have entirely disappeared. Prices on billets, sheet bars, structural steel, wire products and tin plates are firm, although concessions of at least $1 a ton are still being made on sheets, and some irregularity is noted in prices on pipe. Several mills have full rolling schedules as a result of the steady flow of orders, mostly for early shipment, and there is less occasion to offer concessions than in July. There has been a still further improvement in mill operations. Another encouraging feature of the situation is that the railroads are showing more interest, although buying of rails and cars has been light.

The Westinghouse Electric & Mfg. Co. bought 12,500 tons of foundry pig iron during the week.

A. Ferguson has opened a hardware business at Beatty, Sask.



H. H. Otton & Son's Float in Coronati on Day Parade at Barrie, Ont.

HARDWARE TRADE GOSSIP

Ontario.

E. Anderson has accepted a position as bookkeeper in Gordon's hardware store, Hespeler.

J. H. Conover, manager of the Martin-Senour Co.'s Toronto branch, is away on his vacation.

Miss Nina Ireland, bookkeeper for A. Westman, hardware dealer, London, has accepted a position in Calgary, Alta.

Mayor W. G. Weichel, Waterloo, is mentioned as a likely man for the Conservative nomination for North Waterloo.

The Business Men's Association, of Rainy River, has been reorganized. G. S. Parker, hardwareman, has been elected president.

Henry Barrett, plumber for R. C. Puddicombe, Ayr, has just recovered from a serious operation, and is expected to be able to resume his duties in a short time.

David Oliver has won the $3 worth of tackle offered by C. R. Banks, Peterboro, to the first man who succeeded in catching a maskilonge over 20 pounds. Mr. Oliver landed a 25-pound 'lunge.

The contract for heating Knox church, Kincardine, has been awarded to W. J. McAllister, hardware merchant of that town. Steam heating is to be installed, and the contract price is between 1,500 and $1,600.

The Owen Sound merchants held their annual picnic on Wednesday, Aug. 2. One of the features of the programme was a tug of war between the hardwaremen and the grocers. The hardwaremen won, taking two pulls out of three.

Thomson's hardware store, Port Elgin, is advertising summer goods still in good space in the local newspapers. "It is still fly-time," reads their ad., "and we are prepared to meet your demands for screens and screen doors. Call and inspect our new line of galvanized hammocks."

It is given out that J. A. Kilpatrick, general manager of the Canada Iron Corporation, and F. W. King, formerly with the McClary Mfg. Co., are to take over the plant of W. J. Copp, Son & Co., stove manufacturers, of Fort William, and that they will ultimately increase the output of the plant and the number of men employed by 400 per cent. An agreement with the Fort William council is pending.

Quebec.

W. Boa and F. Munn, late of Lewis Bros., have left Montreal for the Canadian west.

W. S. Leslie, of A. C. Leslie & Co., is spending his vacation in the Laurentian Mountains.

H. W. Aird, of the Canada Paint Co., is spending a couple of weeks on the Maine coast.

Geo. R. Nimmo, who represents the Canada Paint Co. in the Maritime Provinces, is at present occupying his cottage at Cap L'Aigle.

Western Provinces.

C. M. Choate, garden tool and hardware manufacturer, is touring the west. He was in Calgary recently.

J. J. White, Duluth, Minn., has purchased the hardware business and property of P. Johnston, Scott, Sask.

N. S. Hutchison, of the J. H. Ashdown Co., Winnipeg, has returned to that city, after a trip through the western provinces.

C. Hoshal, of Hoshal & Carmichael, hardware dealers, Weyburn, Sask., has been making a tour in a motor car through the province.

The Industrial commissioner at Calgary reports that there is a possibility of a large powder firm and a paint manufacturing concern locating in that city.

Mr. Mireau, who has been in the employ of A. S. Worthen, hardwareman of Zealandia, Sask., has gone to Tessier, to start in the hardware business on his own account.

W. Main, of Vancouver, who until recently conducted a hardware business on New Westminster Ave., has taken a position with A. Fulton, Enderby, B.C., and is assisting in the latter's opening sale.

Work is progressing rapidly on the erection of the Alberta Linseed Oil Mills plant at Medicine Hat. The machinery will be in about the end of August. The capacity of the mill will be about 700 bushels a day.

It is announced that the Cartridge Company of England has secured a 40-acre site at Transcona, upon which will be erected one of the largest cartridge factories in Canada. It is stated that work commenced upon the foudation for the first building to-day.

A despatch from Calgary reads: "Another big firm on the Pacific coast manufacturing paints and oils have also been corresponding with regards locating in Calgary. Their last letter to Commissioner Miller stated they had decided to send a member of the firm to Calgary for the purpose of looking over the grounds and deciding on a location."

In the "Twenty Years Ago" column of the Vernon, B.C., News, the following item occurs:—"W. J. Armstrong, "the tin and stove man," of Spallumcheen, is erecting a store 22 x 40 ft., and two storeys high on his property at the corner of Vance and Coldstream Streets. S. Bowell, of Enderby, is the contractor and the estimated cost is $1,600."

J. Brandon, Lashburn, Sask., is advertising guns and ammunition. His ad. in the daily papers is spread over four columns of space and reads as follows: "Sept. 1 will soon be here. If you have ever had the big day's sport spoilt by a poor gun or shells, you are not among the big satisfied crowd that outfit here... We have everything in guns up to $70.00 and everything in shells up to 4 gauge that would kill an elephant; in fact, we can supply everything but the "Scotchman's luggage.'"

THE LATE JOHN E. BROWN.

The funeral of the late John E. Brown took place on Thursday last from his late residence, St. Catherine Street E., Montreal, to Mount Royal cemetery. A simple service was conducted at the house by Rev. D. B. Rogers, of St. Luke's Episcopal church.

The deceased gentleman had been in the employ of Coverhill, Learmont & Co. for over twenty-eight years; previous to his joining that firm he traveled for a number of years for Frothingham & Workman. He had a kind whole-



The late John E. Brown.

hearted disposition towards everyone he came in contact with, which won all as close friends, who felt the better for having met him.

Death, coming suddenly as it did, was a sad surprise to his fellow employes, the immediate cause being heart failure. A widow and two brothers, Messrs. Wm. Foster Brown and James H. Brown, of Montreal, are left to mourn.

Mr. Brown was a lifelong Liberal, and at one time was prominent in the Masonic world. He was about 60 years of age.

Most of the staff of Caverhill, Learmont Co., as well as a large number of friends and customers, including many from a distance, attended the funeral.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 52.

MARKETS IN BRIEF.

Toronto.

Tin—Advanced 1c.
Spelter—Now quoted $6.50.

Montreal.

Linseed Oil—Down 1c.
Turpentine—Down 2c.

MONTREAL.

Montreal, August 11.—The dullness which was reported last week as being the outstanding feature of the metal market has not altered to any extent and trade is said to be exceptionally quiet. No great amount of business is reported in any line, and as this is the mid-summer season when the inactivity, which is now apparent, is expected, it is not anticipated that conditions will change to any extent until the end of this month, when the fall business will start.

The markets in general are said to be firm and a steady flow of orders is reported, though these are said to be of the small variety.

Tin—Tin is said to be fairly firm, but nothing has occurred to cause any change in price. A small amount of business has been done, but the demand is said to be of a very ordinary character.

Lead—Lead is, if anything, a little stronger this week, but as far as price is concerned, no change has taken place. From the feeling which pervades the market it would appear that if a change should take place it would not be on the downward path.

Spelter—The scarcity of spelter which was reported last week is no longer in evidence, in fact, it may be said that it is freely offered at unchanged prices. No great demand is shown, and the market is in a quiet state at the present time.

Copper—Slight fluctuations have occurred in copper, but none of any consequence, and prices given are the same as last week. The demand is said to be quite good, but no large orders appear to be among those received.

Pig Iron—The trade in pig iron, as in other metals, does not show a very large amount of activity. However, jobbers report that they are not grumbling at the amount of business done, which shows up very favorably in comparison with other years. The market is firm, without any changes in prices in local or foreign quotations, and which remain as follows: On dock Montreal: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $15.50 to $17.

Scrap Material—The volume of business in these lines is said to have been very small during the past week. The demand seems to be very small, while prices remain unchanged. We repeat last week's quotations: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Aug. 11.—The metal situation in general is very satisfactory, so far as Toronto metal merchants are concerned, and one of their chief difficulties, just now, is to get through their routine with a good proportion of the staffs holidaying.

Tin seems determined to monopolize the centre of the stage. After a slight easing off early in the week, the hand of the syndicate was again felt, and the metal is now quoted one cent higher than at this time last week. Practically all the available stocks in London and New York are in the hands of the controlling syndicate, and there are no indications of their being compelled to loosen their hold. In fact, there are rumors of another squeeze in September, and it looks as if consumers would have to expect high prices on tin for some time to come.

There is some possibility of activity in copper, as the present situation is one which is more favorable to producers, than has been seen for some time past. At last consumption is shown to be ahead of production, trading in June and July having resulted in a big decrease of visible supplies.

Tin.—The syndicate who engineered the most successful corner ever known in the metal markets, have again asserted themselves this week, and the price has been forced up 1 cent. This syndicate control the New York situation just as surely as they do the London market, and the opinion is expressed that they will continue in the ascendency for some time to come, in spite of the fact that money is tightening in New York, and it will cost them more to carry their stocks. The present London price is £5 per ton higher than at our last writing, so that local metal jobbers have been compelled to advance their prices to 46 cents per pound. Futures have advanced correspondingly, and market experts are looking for another interesting situation in September.

Antimony.—The condition of the market is the same as for weeks past—nothing doing. The price is unchanged.

Plates and Sheets.—Business is slowly but surely picking up and jobbers are well pleased with the outlook. Prices are steady at unchanged figures.

Copper.—The recently issued copper statistics disclose a situation which may result in higher prices, as consumption is shown to be ahead of production. It is likely that copper has touched the bottom.

Pig Iron.—Conditions are unchanged, and prices are fairly steady as follows: —Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—There has been a slight cessation in buying during the week, but stocks are exceedingly light in consumers' hands, and buyers are bound to come into the market before long. The price is still $3.85.

Spelter.—The immense consumption of spelter lead to the prediction that there will be higher prices in Europe before the end of the year, and that will undoubtedly affect the situation here.

Old Metals.—Business is dull, as a result of the extremely hot weather. Prices rule as follows:—Heavy copper wire, 10½c to 11c; heavy yellow brass, 7¼c to 7½c; heavy red brass, 9¼c to 9½c; heavy lead, $2.90; light copper and bottoms, 9¼c to 9½c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $11.

COAL DISCOVERED NEAR KINGSTON.

Kingston, Aug. 11.—Mining interests in this section are expected to boom as the result of a discovery of coal, made in the 400-acre field near Parham, on the Kingston & Pembroke Railway, and owned by John Lowry. The deposits are in very large quantities. One vein, four feet in breadth, runs on the surface, through the larger part of the lot. A sample of the ore was used in the village blacksmith shop, and it showed greater burning qualities and a more intense heat than the coal which the blacksmith has been accustomed to use. An expert will be secured to examine the coal.

HARDWARE MARKETS

MONTREAL.

Montreal, Aug. 11.—The large volume of business which was reported as being done last week has in no way abated, and the jobbing houses state that the business done is abnormal for the time of year and that it shows no sign of slacking up. While it would be supposed that the trade in refrigerators and ice cream freezers would be practically finished for this season, it is said that a large business has been done in these lines of late, which is no doubt due to the heat wave that is in evidence throughout the country at the present time.

The wholesale houses state that the business done during the month of July exceeded that of last year by a good margin, and altogether it may be said that the trade presents a very cheerful aspect.

Travelers have now started in earnest on their fall campaign and from now on it is expected that the amount of business done will increase in volume from now on until the fall rush is in full swing.

Household Goods.—The business in these lines, as is natural for the time of year, continues brisk. The demand for graniteware is reported as being quite brisk and these goods are all moving with fair steadiness. The following are some quotations: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1 qt., $1.50, 2 qt., $1.65; 3 qt., $2.05; 4 qt., $2.50; 6 qt., $3.15; 8 qt., $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz., Universal, $37.75 per doz., Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c. per set, nickle-plated, 87½c. per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Sporting Goods.—The orders sent in for these lines will increase in volume each day from now on. Already, many dealers have placed orders for their fall and winter trade. Football goods will be in great demand very shortly now, and following that the time is very short to the skating season, which opens up channels for business which should not be neglected.

Harvest Goods.—A few orders are still coming in for this class of goods, mostly from the West. The season for these goods which is now just about over is said to have been one of the best ever known. The quotations are as follows:—Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field and garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 per cent.; hay rakes, $1.15 to to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz.; snaths, 40 p.c. discount.

Builders' Hardware.—A fair amount of business is being done in builders' hardware, a good number of sorting up orders having been received. The market is classed as being firm and we quote the following prices:—Knobs, mineral, jet and porcelain, jap'd trim., $1.13 doz.; mineral jet and porcelain, H P trim, $2.25 doz. Locks, cheap rim knob, $1.20 doz. and up; cheap mar. knob, $1.52 doz. and up. Inside lock sets, steel trim, $3.95 doz. and up; wrought bronze trim, $10 doz. and up; cast bronze trim, $16.50 doz. and up. Front door sets, steel trim, $13.75 doz. and up; wrought bronze trim, $17.75 doz and up; cast bronze trim, $24 doz. and up. Cylinder F. D. sets, wrought bronze trim, $5.50 each and up; cast bronze trim, $6.50 each and up.

Wire.—The demand for hay wire is now beginning to make itself evident and a good amount of business is anticipated. Trade is steady and the following are the quotations:—Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire; bright, annealed, and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Toronto, Aug. 11.—Local jobbers still speak with complete satisfaction of the amount of business being done at present. Trade has fallen off to a certain extent but this is inevitable during the month of August, and the fact that the slackening tendency has been less perceptible than in other years is accepted as an evidence of the brisk condition of trade generally.

It is not expected that there will be any material falling off between now and the opening of the fall season. Some good-sized orders are being received, which can be accepted as forerunners of the fall trade.

Seasonable Goods.—The present is a bad time for the class of goods coming under this head. There are no goods which can be said to be peculiar to this particular time. The demand for summer goods has become almost nominal, only sorting-up orders being received and, as yet, there is practically no demand for the fall goods. Trade will continue dull as long as the warm weather continues.

Household Goods.—A feature of the trade during the past fortnight has been the sale of lunch and picnic baskets. There has likewise been an active demand for cheap cooking utensils and tools, presumably for sale to summer campers. The preserving season being now on, the demand for saucepans and kettles is large. There is still some demand for refrigerators, many advise orders being placed. In such cases the goods are required for use in houses now in course of construction.

Harvest Tools.—Although harvesting is now well under way in all sections, there is still a good demand for tools and supplies. Forks, scythes, etc., are being shipped out still in more or less large bulk. Orders are almost entirely of the sorting-up variety, of course.

Heavy Hardware.—There is an active tone to the market and the demand all around is heavy. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Builders' Hardware.—There is a constant increase noted in the demand for builders' supplies. Building operations are now approaching the stage where the necessity for locks, bolts, window fittings, etc., is felt and the retail dealers are stocking up heavily in these lines. Manufacturers state that they anticipate a heavier demand than in previous years as there is now no doubt that the amount of building done will be largely in excess of past years.

Stoves and Heating Goods.—Early ordering has been the rule this year in stoves and the manufacturers are already feeling a heavy demand. Orders are pouring in, many for immediate delivery. The statement made some weeks ago that the orders placed up to that time would be sufficient to keep the manufacturers going through the fall does not appear now to have been so very far from the mark.

The demand for oil and gasoline stoves is now purely seasonable, only sorting-up orders being received.

Sporting Goods.—A "between seasons" stage has been reached. Summer goods are not now in demand and the fall trade has hardly begun. A few lines are selling fairly well, however.

KINGSTON BUILDING TRADES ACTIVE.

Kingston, Aug. 11.—When the year ends, it will be found that Kingston has been quite active in the building trade. Building operations during the year will show up close to $300,000. For the seven months ending July 31st, the amount of building done in the city was $173,614, as against $135,961 during the same period a year ago. Two buildings yet to be reported are the addition to the post office, which will be commenced some time this month, and the leader smelter, which will add $70,000 to the present total.

The Western Hardware Market Situation

Watching the Grain Mature—Business Men Optimistic, But Warmer Weather Would Be Welcome—No Price Changes.

The feature of the business situation in the West, is the tenseness with which everybody is watching the development of the crop situation. Everything is favorable to a record yield, but a few days of hot weather would be eagerly welcomed.

The hardware market shows no special features, business being as brisk as it has been for some time past.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55 ; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80 ; 18, $3.85 ; 20, $3.90 ; 22 and 24 $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.50 ; ½ in., $4 ; ¾ in., $5.20 ; 1 in., $7.50 ; 1¼ in., $10.25 ; 1½ in., $12.45 ; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting.—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc.—Casks, $8.25 ; broken lots, $8.75.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach, 65 per cent.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $14.25; ½ box, $7.50; 20 x 39, 1. C., full box, $13.50; ½ box, $8; I. X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05 ; plain twist, $3.40 ; staples, $3 ; annealed wire, base, $3; oiled, 10c. extra ; bright iron $3.20 base; brass spring wire, base, 23c. ; plain galvanized iron, Nos. 6, 7 and 8, $3.50 ; No. 9, $2.90 ; 10, $3.60 ; No. 11, $3.70 ; No. 12, $3.10; No. 13, $3.40 ; No. 14, $4.25.

Paints and Oils.

Trade is steady, with no outstanding features and prices remain substantially the same as at our last report.

Gasoline.—There has been practically no change in gasoline for the last few weeks, previous quotations still being in existence.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c.; Searchlight, 20½c.; Red Rose, 23½c.; Keystone Special, 18c.; Penoline, in bulk, 19c.; Silverlight, in bulk, 15c.; Acme lamp, in bulk, 27c.; White Rock, in bulk, 22½c.; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

GOOD INQUIRIES FOR PIG IRON.

That the iron situation is rapidly clearing in the United States is evident from the following report:

Reports from the various iron markets are becoming much brighter. In the Chicago market melters are inquiring generally for last half delivery with the inquiry for malleable iron prominent. In Cincinnati inquiries for pig iron are remarkably good. Cleveland reports that the demand for pig iron there shows more life than for months and an inquiry is out for 6,000 tons of basic. Pittsburg reports that inquiries for basic iron there total 30,000 tons, while an inquiry is also in the market for 3,000 tons of Bessemer. Basic pig iron is now firmer as the stocks held by scrap dealers have been sold, and middlemen are, therefore, out of the market. It is now quoted at $13.25 at Valley furnace, with some makers refusing to shade $13.50. Interest among consumers is reported to be broadening at Buffalo with a considerable increase in the number of inquiries. The Eastern markets also show a somewhat larger demand.

In connection with pig iron matters the fact must be noted that the independent blast furnaces of the Middle West increased their stocks of pig iron last month by 33,000 tons. This was due to a considerable extent to the increasing make of furnaces connected with some steel plants.

The improved condition of the iron trade is making itself felt in coke, for which the demand is much more active both from blast furnaces and foundries and prices are therefore a little firmer.

Methods of Retailing Paints and Varnishes

Fall Paint Business Should be Good

Weather Conditions Strongly Favor Good Turnover in Fall—Buildings Erected This Season Now Ready for Paint—Push Paints for Good Profits.

"It rests with the dealer to make the fall business pull up to and even surpass the spring trade in paints." This was the opinion expressed by a paint manufacturer, the other day, and, as hardwaremen are generally quick to grasp any ideas for the expansion of their business, it may be well to review some of the reasons he advanced, to support his opinion.

Weather Conditions Favorable.

To begin with, there is no time of the year, when weather conditions are so favorable to the use of paint, as the fall, and this is a point which the dealer should make at every possible opportunity.

The fall air—neither too damp nor too hot—is calculated to dry the paint properly without blistering it, and for this one reason the fall season is often preferred by discriminating property owners. Moreover, the fall offers freedom from flies, which as often mar the appearance of a painted surface.

Then, there is another good reason which is to be classed with fall weather conditions. This is the fact that all wood surfaces are in perfect condition to receive a protective coating of paint. The summer's sun has thoroughly dried out the wood and left it without a trace of moistture.

Every paint manufacturer and dealer, knows that half the paint troubles that are brought to his attention, are the direct result of applying paint on a surface that is not perfectly dry. Therefore, the fact that this condition practically does not exist in the fall should afford the best kind of argument for fall painting.

Granted that the fall affords the best air for painting, that it is free from the flies which are so destructive of good appearance at other seasons, and that the surface to be painted is bound to be in the very best of shape for the work, it certainly looks as if the dealer has some good talking points for selling paints in the fall.

New Work Ready for Paint.

Another circumstance making for a big fall paint trade is that so many buildings which have been commenced in the spring or summer are fast nearing completion, and will be ready for painting in the fall. This is work which must be done if the expensive lumber in the structure is to be protected from deterioration during the severe winter weather.

Obviously the business resulting from this condition and which is a sure feature of the fall trade, does not depend upon the dealer's initiative so much as the repainting work referred to in the previous paragraphs. Nevertheless the dealer must bestir himself in order to turn a fair share of this trade in his direction.

In both cases, he should make a list of prospects, but it will be a much easier matter to get in touch with the prospects for new work than with the prospects for repainting. The prospects for new work proclaim themselves wherever a new building is being erected. The owners should be visited, and a bid made for their business, without delay.

In compiling a list of prospective repainters, a little more time and thought will be required. However, if the dealer be located in a town of ordinary size, he can readily make out such a list, by mentally going up and down street after street, and making a note of the property owners whose buildings should be painted before winter. Then, to start the ball rolling, either call on them, or if they are too numerous, write them, sending them circulars and color cards.

The repainting of public buildings is often unduly postponed, for no apparent reason except that there is nobody in particular to make the necessary arrangements. If there are any such in your town, it would be a good idea to write the secretaries of the various boards, calling attention to the necessity for protecting the wood-work with paint before another winter sets in, and asking permission to supply the paint.

Pushing for Business.

In these days of competition it takes a good line to sell itself absolutely and paints are no exception to the rule. The dealer must push for business or his fall trade will not be as good as it might be.

Good advertising in the local paper, is one of the best methods of striking out after business. Let the public know why they should paint in the fall, and, especially, why they should use the paints which you have for sale. Newspaper advertising is a mighty good medium for "starting something."

Window displays furnish another good way of producing business, and paint windows, when well conceived and executed, are most resultful. In this connection the assistance given by the manufacturers makes the task a comparatively easy one. The suggestions which they make are valuable to the dealer, but he can no doubt add to them ideas of his own which will keep the windows from having a stereotyped appearance.

Interior Display Important.

In addition to the window display careful attention must be paid to the interior display of the paint stock. This means not only that the stock should be kept in a neat and attractive condition, but also that it should be well located. Not long ago, Hardware and Metal told of a Montreal hardware store where the removal of the paint department to a more prominent part of the premises, resulted in an instant increase of business.

Paints afford a good profit margin to the dealer, and it is to his interest that they should be displayed in as prominent a place as possible, where customers will more readily notice the stock, and be reminded of their needs in that line. A well located paint department means that the store will sell many gallons of paint which would not have been asked for, if the paint stock had been relegated to a rear corner, as is too often the case.

Right now will be a good time to move the paint department, if it is not in a prominent location. Move it some place where it will be seen, and have it in the new location before the fall trade opens.

Don't Forget Interior Paints.

Summer vacationists are gradually coming home from the different resorts, and they will want to do some "fixing up," to get the house in shape for winter. Even if they have not been away for the summer, they will find rooms in their homes which should be renovated before the cold weather compels their removal indoors. Therefore, don't forget to push interior paints. By so doing, you will be helping to make the paint business a 12-months business, and that will help you, as much as it will help the manufacturers.

Another "don't" to be noted, is this: Don't let your customer put off painting until spring. The winter's storms will not only cause the lumber to deteriorate, but will make it take more paint and require more labor later on. Be energetic, show your customers why fall is an ideal season for painting, and you will have no reason to complain of your paint department this year.

COMMERCIAL TURPENTINES.

It is pointed out in a paper prepared by the Department of Agriculture of the United States, that it is the trade practice to grade turpentine according to its color, and the various grades are known as "water white," "standard," "off one shade," "off two shades" and "off three shades." The latter is not merchantable. Under the trade regulations the deduction in price on turpentine off one shade is 2.5 cents per gallon, and off two shades 4 cents per gallon. Of late years, however, it has become customary to mix the colored turpentine with water-white or standard turpentine, adding a small quantity to each barrel which is not full. The factor is paid 50 cents for each barrel of the colored turpentine that he uses in this way. By this practice the producer receives more for his colored turpentine than he otherwise would under the trade regulations, and but one grade of turpentine is generally known to the buyer beyond the primary markets.

Turpentine is quite frequently adulterated with inferior and cheaper oils, those most commonly employed being the petroleum oils having specific gravities corresponding closely to that of turpentine, and distilling at about the same temperature. Other adulterants are certain coal tar oils, rosin spirits, and wood turpentine, which closely resemble turpentine in specific gravity, distilling temperature, and some other properties. Straight wood turpentines are readily distinguished from gum turpentines by their odor, or when they have been very carefully refined, by the odor of the first fraction, or of the residue from fractional distillation. One or both of these portions have the peculiar "sawmill smell," and the residue has a camphoric and somewhat nauseating odor characteristic of wood turpentine, which is quite different from the mild, sweet fragrance of gum turpentine.

Destructively distilled wood turpentine and also rosin spirits are more readily distinguished from gum spirits by their odor than is wood turpentine prepared by steam distillation, and they also give distinguishing color reactions when mixed with sulphurous acid, as suggested by Hertzfeld, or with hydrochloric acid.

Turpentine adulterated with more than 10 to 20 per cent. of coal-tar oils, or of gasoline or kerosene which have not been deodorized, may usually be readily detected by the characteristic odor of the mixture. The odor of rosin spirits, while quite distinctive, is difficult to detect in mixtures with turpentine. The presence of petroleum oils is also indicated by bubbles or "beads" persisting for a few moments on the surface of the turpentine shaken in a partly filled bottle.

The presence of more than about 10 per cent. of kerosene or similar mineral oils is readily detected by the spot which a few drops of the sample placed on white paper leaves on drying. Gasoline and other light mineral oils do not leave this spot. The detection of mineral oils in turpentine is relatively quite simple, and is accomplished by mixing the turpentine with a certain proportion of sulphuric acid of a given strength, in which the turpentine is destroyed and mixes with the acid while most of the mineral oil remains unaffected and separates in a layer on top of the acid.

The consumption of turpentine in the United States during 1908 was approximately 15,000,000 gallons. If 18 per cent. of this was adulterated, then approximately 3,000,000 gallons of adulterated turpentine, containing an average of at least six gallons per hundred of mineral oil, costing about one-fifth as much as the turpentine, was sold at turpentine prices.

NEW WINDOW TRIM.

One of the features of the fall campaign, planned by the International Varnish Co., Toronto, is a window trim in 6 colors, which is designed to attract the attention of the passer-by.

The purpose of this trim, is to help the dealer increase his sales of "Lacqueret," and it is so constituted that it may be adapted to any size of window. With each trim sent out, the firm forward a plan of the window, with complete directions for installing it.

CANADA PAINT COMPANY'S PICNIC.

The nineteenth annual picnic and games of the Montreal employes of the Canada Paint Company was held at Maple Grove, on the shores of Lake St. Louis, on Saturday, August 5th. The works and offices were closed and all hands, accompanied by their wives, children, sundry relations and friends, turned out en masse for this much-looked-for outing.

The following were the committee in charge of the arrangements, and they performed their numerous duties to the satisfaction of all: E. Marlow (chairman), R. Mallette, H. Hawkins, F. Mirault (Secy.), F. Bell (Treas.)

A happy crowd assembled at the C. P. R. station, Windsor Street, on Saturday morning, where a special train upon the New York Central Railroad had been engaged to convey the entire party to the sylvan retreats and "truly rural" resorts which abount around Maple Grove.

Altogether, a most enjoyable day was spent. The music was furnished by the Gervais orchestra, and Robert Gardiner, of the office staff, himself a musician, assisted the merry "trippers" in keeping "good time."

Robert Munro and William H. Evans were at the station to see that everyone had a comfortable seat in the train and to wish the picnickers a jolly day.

HANDSOME BOOK OF COLOR CARDS.

Realizing that paint dealers quite frequently experience difficulty in keeping their various color cards readily available and presentable, Pinchin, Johnson & Co., Toronto, have originated a very attractive idea for this purpose.

A very handsome cloth-bound book has been devised, 11½x9½ inches in size, and containing leaves of heavy cardboard, on which the different color cards are pasted. The cover is exceedingly attractive, being embossed in white and gold, with the firm's trade mark (the head of Minerva), and the words "Minerva Paints." The firm's name is also printed in gold on a white panel, which is embossed on the brown cover.

The cardboard leaves are light brown in color, and afford an attractive background for the color cards. Blank spaces are left on each page, for prices to be inserted, for the different-sized tins. The color cards being all in the shape of folders, fit in well with the idea, as the customer can readily unfold them so as to take in all the colors without detaching the card from the page.

The complete line of Minerva paints, enamels and stains, as well as the other specialties of Pinchin, Johnson & Co., are represented in the book. In addition, there are several pages in the back devoted to suggested color combinations for exterior decorating, which should prove valuable to the dealer.

Pinchin, Johnson & Co. are supplying one of these books to each of their agents.

The ML Paint Plan Makes More Money for Paint Dealers

M-L Paint

A great assortment of shades perfectly mixed and ready for use by any buyer. Best protection, easiest applied, least troublesome for your customer. He "does a good job" and your sales get the benefit. Extra large covering capacity.

ML
ML
ML
ML
ML
ML

M-L Floorglaze

A heel-proof, water resisting floor finish that may also be used as a self-varnishing outdoor paint. Double service—double sales—double profit. The kind that we advertise so largely.

ML
ML
ML
ML
ML
ML

M-L Elastilite

Free flowing scratch-proof flexible varnish of high lustre—saves the troubles of ordinary varnishing. Best and easiest way to protect your customer who wants a fine job. Carry this advertised line.

WRITE FOR PRICE LISTS, SAMPLES, SHADES AND OUR DEALER PROPOSITION

Imperial Varnish & Color Co., Limited

108 PRINCESS STREET WINNIPEG — 6-24 MORSE ST., TORONTO — 524 BEATTY STREET VANCOUVER, B C.

You Can't Overlook Facts

Mr. Dealer :—Here are a few statements that you can't afford to overlook:

Mineral Paints and Varnishes were first manufactured in England 76 years ago—their growth was spontaneous and steadily increased until the London house was supplying *Minerva Brands* to the markets of the world. Canada was recently recognized as a market which could produce a large demand, and although the competition was strong, it was decided to build a Canadian factory and manufacture identically the same brands as were made in England. About six months ago the large Toronto factory started to fill the already waiting orders. Since the first day the success of *Minerva Paints and Varnishes* has surpassed all expectations. The demand has been such that the extreme possible output has been taxed. The success of *Minerva Brands* has been assured in Canada. There are reasons for such growth.

Minerva Paints and Varnishes give honest value—they contain absolutely the very highest grade ingredients possible to secure.

The Manufacturers co-operate in every possible way with the dealer.

Extensive consumer advertising is used.

A good fair margin of profit and an attractive proposition is offered.

This is why Minerva Brands mean your reputation and profit.

Write us for information—be a part of this big selling organization and get your fair share of the awaiting profits.

TRADE MARK MINERVA

The Pinchin-Johnson Co. (Canada) Ltd. F29

Established in England—1834 — 377-387 Carlaw Ave., Toronto, Can.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Aug. 11.—The intense heat has cast a langor on trade henerally, and more particularly in the matter of paints, colors and varnishes. The tendency to blister if exterior paints are applied during this exceptionally hot weather has checked shipments to a marked extent. General trade may, therefore, be said to be of a quiet character.

Linseed Oil—With a drooping tendency prices have again slightly receded. Raw linseed oil is quoted at 97c, and boiled $1 per gallon. These quotations are for from one to four-barrel lots.

Turpentine—Pure southern turpentine is in moderate demand only and as trade conditions in the United States are reported to be not particularly bright, turpentine is feeling the slack demand and is freely offered at a decline of 2c per gallon, under the figures prevailing last week. Quotations are, therefore, 71c per gallon for single barrels.

White Lead—Some fair shipments are reported, chiefly on account of old contracts. The advance of 15c per 100 lbs. recorded in our previous issue is still in force, and being slight, considering the state of the metal market, it is not thought that it will check the flow of white lead shipments in the autumn.

Varnishes—Varnishes and japans are receiving a fair amount of attention, but there is apparently a lack of snap in the market and orders are reported to be only of a very light character.

TORONTO.

Toronto, Aug. 11.—Trade is unusually good at the present time. There is a steady run of business in practically all lines with no apparent signs of a falling off. Orders for the fall trade are now being placed and sorting up seems to be the order of the day.

No price changes are noted this week but there is a tendency toward weakness in some lines.

Linseed Oil.—The demand for oil is not particularly heavy at the present time and the price remains the same, 98 cents being quoted for raw and $1.01 for boiled. The British market remains dull.

It is reported that there is a scarcity of seed in India and, from the present outlook, the crop there will not be as good as had been expected. Reports of a somewhat similar nature are received from different sections of United States and Canada. In North Dakota a smaller yield than the early estimates is now feared. Whereas it was estimated early in the season that the North Dakota crop would equal 27,000,000 bushels, the most optimistic estimate now does not place the probable total higher than 22,000,000. It is feared that the continued cold weather in the northern part of the Canadian Northwest will have a bad effect. The seed is not ripening rapidly enough. While the yield will be larger than last year, it will not be as heavily in excess as had been anticipated.

Turpentine.—Trade is dull in turpentine and the price remains the same as last week, 74 cents. One quotation of 72 cents was received this week but this is lower than the present state of the market warrants. The jobbers claim that they are working on a slender margin as it is.

Indications point to the possibility of lower prices in the turpentine market before the end of August. The store at Savannah is now in the neighborhood of 30,000 barrels and, while this is not larger than at a corresponding period in some previous years, it is large enough to insure the continuance of present prices with the chance of a further reduction. If any decrease comes, however, it will not be of serious proportions.

Trade here in turpentine continues just seasonable.

Rosins.—The price of rosins looks high at present but advices are to the effect nevertheless that it is a good time to buy. This is about the middle of the season and the steady maintenance of present prices for some little time is among the possibilities.

Putty.—Trade continues seasonably good in all lines. No price changes are noted, the present schedule for standard putty being :—Bulk in casks, $2.20 ; in 100-lb. drums, $2.25 ; in 25-lb. drums, $2.65 ; bladder, in barrels, $2.75. Pure putty prices remain the same ; bulk in casks, $2.50 ; in 100-lb. drums, $2.80 ; in 25-lb. drums, $2.90 ; bladder, in barrels, $3.

White Lead.—The advance recorded last week in white lead has not affected the volume of business done in any degree. The demand continues quite brisk for this season of the year, with indications of an early improvement.

Red Lead.—Despite the advance in white lead, the red variety has remained at the same price. There is a seasonable demand.

Prepared Paints.—There is some improvement in the volume of business. The fall trade has not yet started in real earnest but there are indications that the start is not far off now. Manufacturers and jobbers are anticipating a splendid fall business.

Varnishes and Japans.—There is a distinctly better tone to the market. The late summer and fall months are active ones in the furniture line and there is consequently, a brisk demand for interior stains and varnishes. Fall moving will soon be on and this is also helping to stimulate the demand for the same lines.

Specialties.—Trade continues fairly brisk in all lines. Brushes continue in demand and good sorting-up orders are being received for boat pitch, kalsomine, pumice stone, sponges, and the many other lines of a similar nature.

Glass.—The market shows busier conditions as the fall approaches closer. There is every indication that the trade will be exceptionally heavy as records are being broken in the building line in many sections. Stronger prices may prevail.

Petroleum.—No price changes are noted, the schedule standing : Sarnia prime white, 11½c ; American water white family safety, 13c ; Pratt's Astral, 14½c.

FIRE IN PAINT WAREHOUSE.

The Winnipeg Paint & Glass Co.'s five-storey building was the scene of a very troublesome fire last week. Fire started from the basement, and when the brigade responded the three lower floors were enveloped in heavy smoke from burning linseed oil in the basement.

Two lines of hose with revolving nozzles were forced into the first storey, while another was run down the local shute into the basement, and after four hours of hard fighting the fire was entirely quelled. It is reported that the damage done amounted to about $2,000.

OPENED BRANCH IN WINNIPEG.

To furnish better accommodation for their Western Canadian trade, the Ontario Lantern and Lamp Co., Hamilton, have established a branch at Winnipeg, carrying a full line of their products.

They have opened a commodious warehouse at 56 Albert street, and have placed A. L. Woolf in charge as Winnipeg manager. Mr. Woolf has covered the Canadian trade from coast to coast, and has made a great many friends who will miss his visits.

GILLETTE COMPANY DIVIDEND DECLARED.

At a meeting of the directors of the Gillette Safety Razor Co., of Canada, in Boston, Mass., on July 28th last, a dividend of 10 per cent. was declared payable August 10th to shareholders on record on July 31st.

How White Lead is Made



Furnaces for refining and preliminary treatment of the pig lead.

All the pig lead used in the corroding of Brandram's B.B. Genuine White Lead, and Anchor Decorators' Pure White Lead, is refined by us, thus ensuring absolute purity.

We have issued a booklet entitled "A Talk on White Lead Paint." This booklet contains views of the interior of our works, showing the different processes lead passes through, before white lead ground in oil is produced. We will gladly mail a copy to anyone who is interested in white lead.

WHEN YOU ARE IN THE MARKET FOR WHITE LEAD IT WILL PAY YOU TO WRITE FOR PRICES AND PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN THE DOMINION OF CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 40c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 9c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1. 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1¼ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot.....	13 75	13 25
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14x48", 14x60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1.... ..		19 50
" " No. 2.... ..		19 00
Middlesboro, No. 3 pig iron.. ..	18 25	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special..... ..	20 00	....
Carron, soft..... ..	19 50	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock..... ..		22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3..... ..	18 75	....
Ferro Nickel pig iron (Soo).....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles.....base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined " "	1 15	2 30
Horseshoe iron "	1 15	2 30
Mild steel.....	1 95	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 85	2 90
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
⅞ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 90		2 90
All bright, 52 sheets.....	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22.....	3 65
24.....	3 70
26.....	3 75
28.....	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 " ...	30 78	4 " ...	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers.....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.....	3 75	3 75
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	4 50	5 00
Sheets, 3 to 6 lb. ft.....	4 25	4 75

Cut sheets ¼c. per lb. extra.
Cut sheets to size, ¼c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 27½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb.	
	Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping.....	0 22	0 24

SHEET ZINC.

5-cwt. casks	7 50	7 50
Part casks.....	8 00	8 00

SPELTER.

Foreign, per 100 lb	6 25	6 50

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, per 100 lb. $46 00 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base.....	$7 00
I X, 14x20 base.....	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x20 base.....	7 00
I X X X, 14x20 base.....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	7 00 7 00
I X, 14x20 base.....	8 25 8 25
I X X, 14x20 base.....	9 50 9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....	4 50
I X, 14x20 base.....	5 25
I X X, 14x20 base.....	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base.....	4 25
20x28, double box.....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin.....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17. $4.45; No. 18, $3 10; No 19, $2 80. All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....	....	2 45
Galvanized, plain twist.....	....	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.....	....	2 85
Plain.....	....	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BEESWAX

Per lb.....		0 40

CHEMICALS

	In casks per lb	
Sulphate of copper (bluestone)..	....	0 07
Litharge, ground.....	....	0 05
" flaked.....	....	0 05½
Green copperas (green vitrol)....	....	0 01
Sugar of Lead	....	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	....	0 09
Chrome yellow, pure.....	....	0 18
Golden ochre, pure	....	0 11
French ochre, pure.....	....	0 09
Chrome green, pure.		0 11
French permanent green, pure..	....	0 15
Signwriters' black, pure	....	0 17
Marine black, 25 lb irons.....	....	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.....	1 80
Cee Pee Co. enamel.....	4 50

GLUE

French medal.....	....	0 10
German common sheet.....	....	0 10
German prima.....	....	0 15
White pigsfoot.....	0 15	0 20
Brantford medal.....	....	0 10
" golden medal.....	....	0 11
" brown sheet.....	....	0 10
" golden sheet.....	....	0 13
" gelatine.....	....	0 22
" white gelatine.....	....	0 20
" white glue.....	....	0 12
" 100 flake.....	0 10	0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case .	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case.....	0 21½	0 21½

PARIS WHITE.

In bbls		0 90

PIGMENTS.

Orange Mineral, casks		0 09
" 100-lb. kegs.....		0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base .	2 00
Canada Paint Co.'s pure 1 75	2 00
Globe house paint (Windsor).. .. .	1 60
"New Era" house paint (Windsor).	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.....	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle.....	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints.....	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90

NAME AND DESIGN REGISTERED 1909 PATENTED 1910



MADE IN OVAL AND FLAT

BOECKH'S "STEEL GRIP" PAINTERS' BRUSHES

are the result of years of experimenting, and are without doubt the best and smoothest working Brushes to be had anywhere.

They are guaranteed in every respect.

WRITE FOR PRICE LIST, Etc.

THE BOECKH BROS. COMPANY, LTD.

Head Office
80 York Street

TORONTO, CANADA
ESTABLISHED 1856

Factories
158 to 168 Adelaide Street West

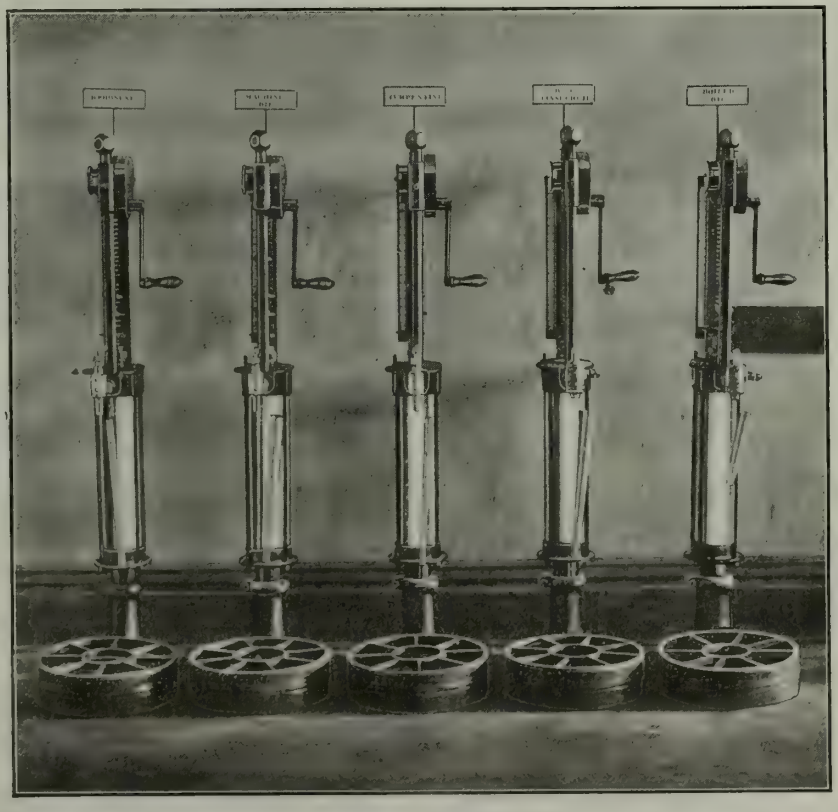
This cut was reproduced from a photograph of a **Bowser System** installed for **Arthur Latham, Moose Jaw, - Sask.**

Ask the Bowser users.

This System Handles

Boiled Oil
Raw Oil
Turpentine
Machine Oil
Kerosene

with profit to the owner.



Look at the barrels, faucets, measures, funnels and floors if you want to see where a goodly share of your oil profit goes to. You can save every cent of this loss by using a **Bowser System.** It measures the oil directly into the customer's can. No measures nor funnels.

You can buy one pump and tank or a dozen. Just suit your own needs. You can try out one at first. The price is reasonable. **They protect you from fire and save their cost. Ask for free book No. 1-N.**

S. F. BOWSER & CO. Inc.
66-68 Fraser Ave.,
TORONTO, - ONTARIO.

THE WAY TO GET MORE PROFIT ON PAINT OILS

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 71	0 72
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil, " raw	0 97	1 01
" " boiled	1 01	1 05
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		1 50
Elastic Oak		3 00
Furniture, polishing		1 20
Furniture, extra		0 95
" No. 1		0 90
" union		1 35
Light oil finish		2 00
Gold size japan		1 60
Turps brown japan		1 10
No. 1 brown japan		1 35
Baking black japan		0 95
No. 1 black japan		0 75
Benzine black japan		2 50
Crystal Damar		2 25
No. 1 "		1 40
Pure asphaltum		1 50
Oilcloth		0 85
Lightning dryer		2 25
Elastilite varnish		3 25
Granitine floor finish		2 50
Sherwin-Williams' kopal varnish		3 25
Canada Paint Co's sun varnish		2 40
" Kyanize " Interior Finish		1 80
" Flint-Lac," coach		2 50
B.H. Co's " Gold Medal," in cases		3 00
Flattine floor finish		4 25
Elastica exterior finish		8 00
Stovepipe varnish, ½ pints, per gross		1 75
Pure white shellac varnish, in barrels		1 70
Pure orange " " "		1 25
No, 1 orange " " "		

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	6 00	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over, 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 90	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	3 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an l loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton	5 50	

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts				3 30
3 "	"	"		4 00
4 "	"	"		5 28
5 "	"	"		7 26
6 "	"	"		8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs. net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 06

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch. in 100 foot lengths				2 90
10 "	"	"		3 15
12 "	"	"		3 68
15 "	"	"		5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch	per gross		9 00
" " ⅝ "	"		10 00
" " ¾ "	"		13 00
Leather, 1-inch	per doz.		4 00
Leather, 1½	"		5 20
Web			2 45

HINGES

Blind, discount 50 per cent.			
Heavy T and strap, 4-in	100 lb. net		7 25
" " 5-in.	"		7 00
" " 6-in.,	"		6 75
" " 8-in.,	"		6 50
" " 10-in. and larger			6 25
Light T and strap, discount 65 p.c.			
Screw hook and hinge—			
under 12 in	per 100 lb.		4 00
over 12 in	"		3 50
Crate hinges and back flaps, 65 and 5 p. c.			
Chest hinges and hinge hasps, 65 p.c.			

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—			
¼ x 5	per gross		2 25
5-16 x 5			3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes. 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO NEVER LEAK ROOFING

Guaranteed Until 1921

Every roll of Congo two and three ply roofing carries with it a genuine Insurance Bond from the National Surety Company guaranteeing that it will last *ten years*.

That guarantee Bond means that every Congo roof laid this year must give absolute protection *until 1921*.

This is real Roof Insurance.

We are the *only* manufacturer who has confidence enough in his goods to back up his guarantee with a *real* Surety Bond.

Write to-day for samples of Congo, copy of the Bond and further information.

We want you to know just what we are offering, and when you once know, you will see it is the best on the market.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.



Fac-simile of 10 Year Bond

The Roofing House of Canada!

2 & 3-ply
Ready Roofing
"Black Diamond" Tarred Felt
"Joliette" & "Cyclone" Sheathing

"The House cool in Summer, and warm in Winter."

That's the line of talk that never fails to sell our Building Papers and Roofings.

They are guaranteed to be made of finest quality materials, to withstand all kinds of climates, and to be easily laid by any ordinary workman.

We also make all kinds of Wrapping Papers.

Alex. McArthur & Co.,
Limited,
82 McGill Street, Montreal
Western Agent:
F. J. Cox,
Winnipeg

RED
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BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY — TORONTO

HEINISCH TAILOR SHEARS

Perfectly Finished—Correctly Tempered—Keen Cutting Edge

Best Quality Japan Highest Quality Materials and Workmanship



ALL JOBBERS STOCK THEM

:: :: We also make :: ::

SCISSORS, TRIMMERS, TINNER SNIPS

The Best that can be Made

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 50
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz		6 75
Lift Tubular and Hinge Plain, "		5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00: 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $5 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1½—1¾ inch	2 70
2—2½ inch	2 60
2¼—2½ inch	2 45
3—3½ inch	2 40
3½—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PICKED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.	
Jute, ⅞ and upwards, 9c.; under ⅞, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	" 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 50; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe....per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in		0 70
" " " 34 in		1 00
" " " 36 in		1 25
" " neckyokes, 36 in		1 05
" " doubletrees, 40 in		0 95
" " lumbermens, 44 in		1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

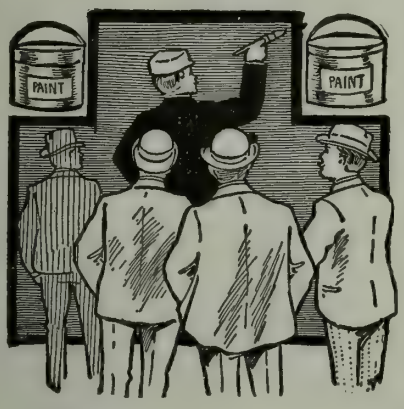
WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

ABOUT WHITE LEAD



When you have trouble with those other leads you have been buying, turn again to the popular favorite

Ramsay's Exterior White Lead

When we first introduced this lead, many others tried to follow and imitate, but they have all fallen away and left Ramsay's Exterior to control.

Do you know that in Ramsay's Exterior you get a lead that is better and whiter than any.

Strictly Pure White Lead

We have a booklet to send you that will prove it, and that means money for you.

Enquire about

Ramsay's Exterior Lead

A. RAMSAY & SON CO.

MONTREAL

Established 1842

ALUMINUM

INGOTS 98½ to 99% PURE

Immediate Shipment from Stock.

Lowest Market Price.

"THE METALS HOUSE"

A. C. LESLIE & CO., LIMITED

MONTREAL

When Buying, Your Customers Want the BEST

That is why you should sell

Stephens

PURE READY MIXED PAINTS

They are the BEST for the WEST
BEST for YOU
BEST for your CUSTOMERS

We will be glad to go into detail as to our exclusive Paint Agency Proposition with you.

WRITE TO-DAY!

G. F. STEPHENS & CO.

Limited

WINNIPEG - - - CANADA

Branch at Calgary, Alta.

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Belting
Dominion Belting Co., Ltd., Hamilton
J. L. Goodhue & Co., Danville, Que.
Sadler & Howorth, Montreal

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts and Nuts.
London Bolt and Hinge Works, London Ontario
The Steel Co. of Canada, Ltd., Hamilton

Bolts---Expansion
Star Expansio Bolt Co. New York

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto
Tallman Brass & Metal Co., Hamilton

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co. Toronto.
Taylor-Forbes Co Ltd. Guelph, Ont.
Tallman Brass & Metal Co., Hamilton

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co. Montreal
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain
Taylor-Forbes Co., Guelph. O

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans
American Can Co. Montreal, Que.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Springs and Axles,
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cash Registers
National Cash Register Co., Toronto

Castings
Corbett Foundry & Machine Co., Owen Sound

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

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Canada Cement Co., Montreal, P.Q.
B. & S. H. Thompson & Co., Montreal

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chaplets
S. Cheney & Son, Manlius, N.Y.

Churns
Connor, J. H., & Sons. Ottawa, Ont
Cummer-Dowswell Ltd, Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

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American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Line Reels
Corbett Foundry & Machine Co. Owen Sound

Clothes Reels and Lines
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

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Booth-Coulter Copper and Brass Co., Toronto

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Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

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The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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Caverhill, Learmont & Co. Montreal
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal,
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Hangers
Hunt, Helm Ferris & Co., Harvard, Ill
F. E. Myers & Bro., Ashland, Ohio
Richards Wilcox Mfg. Co., Aurora Ill

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Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Dry Batteries
Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto

Egg Beaters
Geo. G. Veness Mfg. Co., Boston, Mass

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

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Canadian General Electric Co. Toronto
Standard Paint Co., Montreal

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont
Ernest Stevens, Ltd., Cradley Heath England

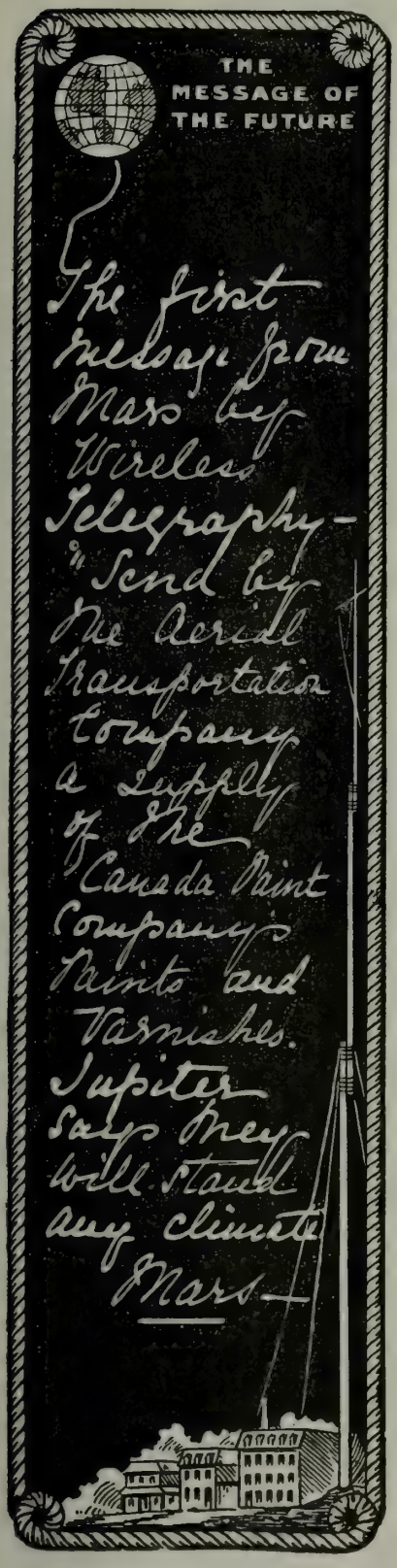
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Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
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Wheeler & Bain, Toronto
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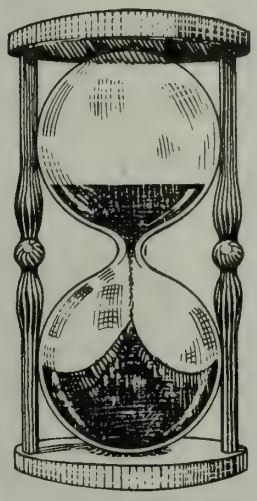
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Pink, Thos., & Co., Pembroke, Ont.

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Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

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Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
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Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

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Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

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Oakey, John, & Sons, London, Eng.

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Corbett Foundry & Machine Co., Owen Sound

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Tarbox Bros., Toronto

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Nails Wire
Parmenter & Bulloch Co., Gananoque
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United States Steel Products Co., Montreal.

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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
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Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
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Oil Tanks
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Winnipeg Paint & Glass Co., Winnipeg

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Sherbrooke Scale Co., Sherbrooke, Que

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Lundy Shovel & Tool Co., Ltd., Peterborough

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T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
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Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, P

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

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F. E. Myers & Bro., Ashland, Ohio

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Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
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Jas. Stewart Mfg. Co., Woodstock

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U.S. Steel Products Co., Montreal

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Lufkin Rule Co., Windsor, Ont

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Steel Co. of Canada, Limited, Hamilton

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The Barton-Netting Co., Ltd., Windsor, Ont

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A. C. Leslie & Co., Montreal

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The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

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Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

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Dougall Varnish Co., Montreal

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Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

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Chas. Parker Co., Meriden, Conn.

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

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Manitoba Gypsum Co., Winnipeg

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D. Maxwell & Son, St. Mary's, Ont

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Woodstock Wagon Co., Woodstock

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Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

White Lead
Steel Co. of Canada, Limited, Hamilton

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Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
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Wire Mats
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B. Greening Wire Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

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Ed. Brand, 472 Moss Lane E., Manchester, Eng.

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EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TRY A CONDENSED AD.

IN THIS PAPER.

SITUATIONS VACANT

GOOD position for experienced hardwareman who could write advertisements and get up attractive circulars and booklets. State fully experience, age and salary expected. Will keep strictly confidential. Box H, Montreal Que. (tf)

WANTED—Hardware clerk, 3 or 4 years' experience. This is a good position and steady. Send references and salary expected. J. B. ROSS, Oshawa. (33)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

A PROMINENT BRITISH FIRM of metal and general merchants and agents are about to open a branch office in Montreal or Toronto and invite applications from those qualified to take charge. A young man with good connections is desired. One of the principals intends to visit Canada shortly to interview applicants. Meantime please write in confidence, stating age, salary required and full particulars of experience. "L.M.T.," care DAVIES & CO., Advertising Agents, Finch Lane, London, Eng. (34)

SITUATIONS VACANT

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto. (24tf)

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

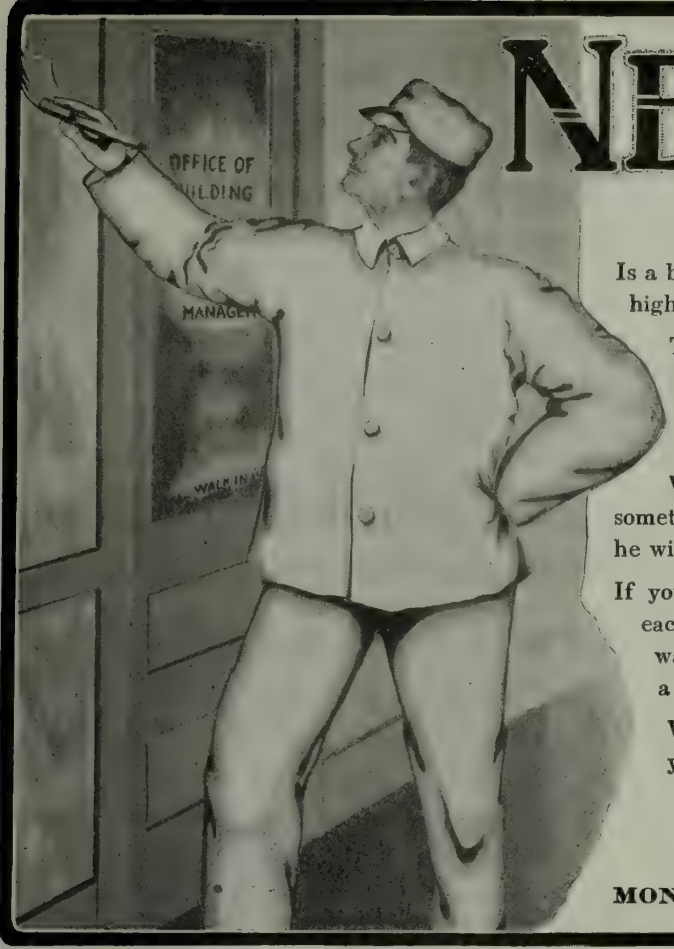
No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG



NEU-TONE

An Artistic, Flat, Washable, Wall Finish.

Is a bonanza for the paint dealer; it opens an entirely new and highly profitable field for the paint store.

The out-of-date custom of finishing walls with Kalsomine or Wallpaper leaves little chance for profit to the dealer, in addition the non-permanent qualities of these finishes unjustly reflect discredit on the dealer who sells them.

When a man finishes his walls he expects them to last for sometime; naturally at the first appearance of spots or mars he will censure the dealer.

If you carry Neu-tone there will be satisfaction resulting from each sale when your customers see the ease with which their walls can be cleaned with soap and water. It's a big seller, and a sure repeater. The profits are steady.

We have a Neu-tone proposition open for you. Just advise us your name and address — we will tell you the rest.

The Martin-Senour Co., Limited

Pioneers of Pure Paint

MONTREAL **CHICAGO**

THE ENDURANCE TEST

A varnish that has been put to the test and has come through with flying colors—That's Dougall's.

A varnish that is carefully made by experienced workmen in a thoroughly up-to-date factory—That's Dougall's.

A varnish that is properly cured and not shipped from the factory until it is in the proper state to be used—That's Dougall's.

A company which stands back of every gallon of varnish that leaves the factory, and which also stands back of every sale made by you, Mr. Dealer—That's The Dougall Varnish Company.

Let us send you a copy of our booklet "Quality and Quantity in Varnishes and Varnishing;" we will gladly do so on receipt of a post card.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL - - - CANADA

Associated with Murphy Varnish Co., U.S.A.

Leeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE
From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

Roofers' Supplies

220 KING STREET WEST

TORONTO

AGENTS WANTED.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Special
Prices
on
Application

There is no cure for fire—
Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England
Or, GEO. H. SAYWELL, Saskatoon

WILL YOU JUDGE THIS TWO-COAT COMBINATION YOURSELF?

May we send you, without cost to yourself, sample on wood of our

Two-Coat Combination

Standard Turpentine Shellac and G. P. Hard Oil Finish

Examine it carefully. Note the splendid surface and supporting properties of **Standard Turpentine Shellac.** Look at the semi-flat finish it gives, see how it does not raise the grain of the wood, and you'll agree there is nothing like **Standard Turpentine Shellac** for first coating open-grained or paste-filled woods.

Used with our **G.P. Hard Oil Finish** a truly remarkable effect is obtained in our two-coat combination.

These are only two of the famous International Line.

Get details of our full range of varnishes.

All Standard Varnish products are put up in Full Imperial Measure Cans ONLY.

Made by the

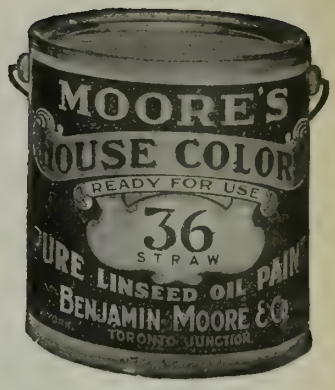
International Varnish Co., Limited

Canadian Factory of the Standard Varnish Works

TORONTO WINNIPEG

F-85

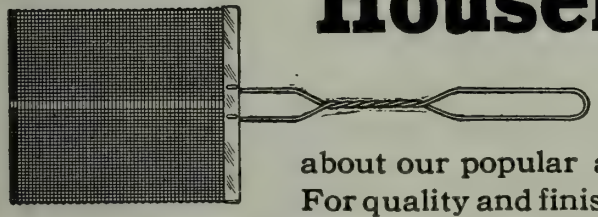
Moore's House Colours



One of the famous MOORE LINE, made in Canada. These colours have for years held their own against a host of rivals because of the purity of their ingredients, and the care and skill used in their manufacture. The retailer gets a first-class paint at a reasonable price, because we don't spend immense sums on magazine advertising. Our policy is to put all the money into the paint and to leave it to advertise itself. If you are not yet handling the MOORE LINE, we would like to send you colour card and prices. A trial order will convince the most sceptical. Write to us to-day.

Benjamin Moore & Co., Limited
WEST TORONTO
New York Cleveland Chicago

Household Necessities



Don't place your next order for Kitchenware until you know about our popular and profitable line. For quality and finish it has no rival on the market and the demand for it makes it the best to handle.



WRITE FOR PARTICULARS.

Andrews Wire Works of Canada, Ltd., WATFORD, ONT. ROCKFORD, ILL.

WIRE NAILS

We have the latest machinery and every facility for producing best quality wire nails with perfect heads and points. Special care is taken in the drawing to obtain a regular gauge. Our Wire Nails are guaranteed full weight. Other lines we make and recommend are:

Annealed Wire and Wire Bale Ties — Very Soft and Pliable. Extra Strong
GET OUR PRICES.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

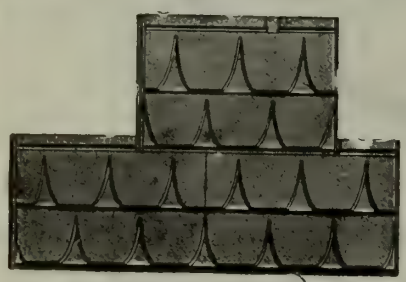


PERFECT CARRIER SYSTEMS

Not only will your store look up-to-date, it will be up-to-date if you instal one of our smooth running Cash and Package Carrier Systems. Hundreds of them are in use and giving the greatest satisfaction. They are easily worked, never get out of order and will last a lifetime. Let us know what are the requirements of your store and we will quote you a low price for an installation to meet your needs.

HAMILTON BRASS MFG. CO., Limited, Hamilton, Ont.

MONTREAL OFFICE—327 Craig St. W.



GROW, DEALERS! SPREAD OUT!

Put yourself in a position to take any kind of a roofing contract. With

"CROWN" PATENT STEEL SHINGLES

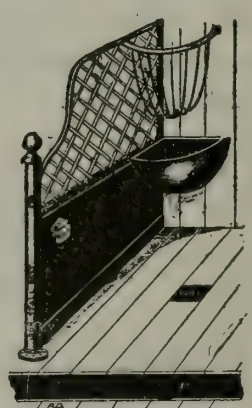
you have a better proposition than the slater can possibly offer. Get some (or all) of that business you've had to lose to him for so long. Get started to-day—right now, by writing for our catalogue and price lists. At the same time we'll send you our samples, charges prepaid. Write at once to

McFARLANE & DOUGLAS, Limited, 250-260 Slater Street, Ottawa, Ont.

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

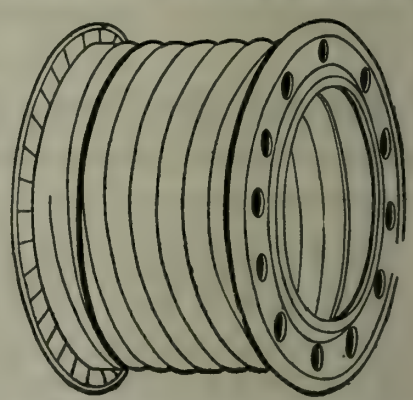
IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This Trade Mark Ensures Genuineness Originality Perfection Satisfaction



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NEW ERA PAINT

has all the qualities which go to make the highest paint success.

It covers more surface, holds its color better, stands more extremes of weather, gives a more brilliant finish, and lasts longer than any other paint.

Besides it doesn't cost any more than paints which do inferior work.

Write or order to-day.

Standard Paint & Varnish Works Co.

WINDSOR LIMITED ONTARIO

Carbon Black Elastic Paint

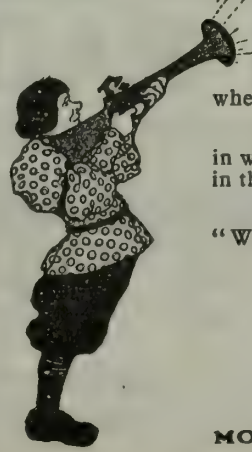
A SPECIAL ROOF PAINT
LEAK PROOF AND FIRE RETARDENT

Can be put on Felt, Tar-paper, Gunnysack, Shingles, Metal or any other material.
Will not Crack in Winter or Melt in Summer.
A most popular article that shows good profits to the merchant.
Write and we will send our traveller.
Stocks on hand at Calgary, Saskatoon, Edmonton, Vancouver and Toronto.

The Carbon Oil Works, Ltd.

HEAD OFFICE - WINNIPEG, CANADA
Manufacturers of C.O.W.L. BRAND Paints, Stains, "Waxoils," and other Oils-of-Tar Specialties,
WINNIPEG .:. .:. .:. CANADA

Mention this paper when writing Advertisers.



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

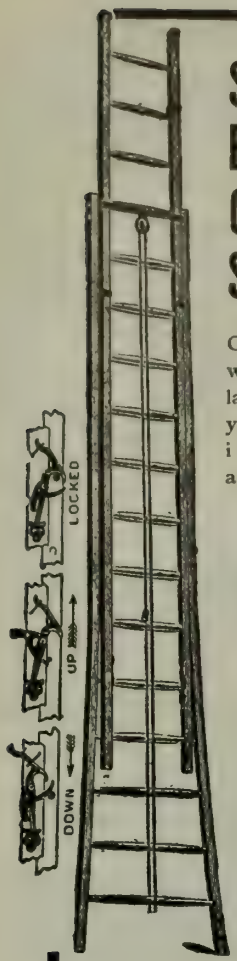
From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,
MONTREAL TORONTO WINNIPEG



Strong Easily Operated Serviceable

On every occasion where an extension ladder is required, you are quite safe in recommending and supplying our

ROPED EXTENSION LADDER

It is the safest and best on the market, and has automatic hooks that lock at every round and unlock between the rounds.

Can easily be converted into two ladders. Made of clear, short-leaf yellow pine and rock-elm rounds.

Send for catalogue B and prices

The
Stratford Mfg. Co.
Limited
Stratford - Ontario

We make all kinds of Ladders.



Once a FORD-man always a FORD-man

Ford Auger Bits make customers and keep them Why? Because they always satisfy, and give maximum satisfaction as well.

They make good every claim, every time—FASTEST, TRUEST, EASIEST, STRONGEST. They're made to do better dork in less time and with less trouble and exertion. THEY DO IT.

They are so far superior to other Bits that a man cannot afford to use any other than the FORD. That's why we say (and we know), that "Once a Ford-Man, always a Ford-Man."

Will you do this?

Next time you sell an Auger Bit, other than the Ford, hand your customer a Ford. Tell him to try it, and return the one he doesn't want.

What could be fairer to you and to your customer? It shows your customer that you have his interest at heart, and shows you that we have unlimited confidence in our Bit and want to help you build up a steady trade.

Other deealers have tried this plan successfully. Will you? (Profits lie in repeat sales. Ford buyers are steady customers.)

FORD AUGER BIT CO.
HOLYOKE, MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

ALL DESCRIPTIONS **BRASS RAILINGS** MADE TO ORDER

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED
Coppersmiths and Brass Founders. : : : : : : TORONTO, ONT.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

STOVE PIPE ELBOWS



"COOPER" smooth pattern or
"O. H." corrugated style

Our Elbows are made of the best quality of Canada Plate The "O.H." Elbow is locked rigidly at each end, and the "COOPER" is adjustable to a certain extent to fit all makes of stove pipe

INCHES, 2, 3, 4, 5, 6, 7, 8.

"Cooper" are packed 1 doz. in a crate, and "O. H." wired 1 doz. in a bundle.

Also made in tin or galvanized iron upon request.



Manufactured by **E. T. WRIGHT & CO.,** HAMILTON, Canada
(H. G. WRIGHT)

Winnipeg agents, Merrick-Anderson Co., Winnipeg, Man.; Toronto agent, F. B. Wilson, 33 Maitland St., Toronto, Ont. Vancouver agents, Macpherson & Teetzel, Vancouver, B.C.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

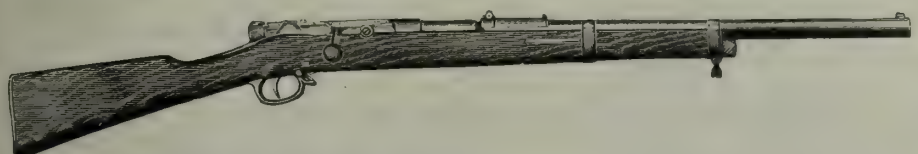
GALT, ONTARIO and VANCOUVER, B. C.

Mr. Hardware Dealer

Convert Your Stock of Mauser Military Rifles Into Handy Hunting Rifles.



By Shortening the Barrel to 26 or 24 Inches, Reducing the Magazine to five Shot, Bending the Bolt, Taking Away Portion of Rear Sight, Replacing Fore-Sight, Reducing Weight 1½ to 2 lbs.



We Offer to Do All This For

$2.00 Each

DORKEN BROS & CO., - - - 140 McGill Street, Montreal

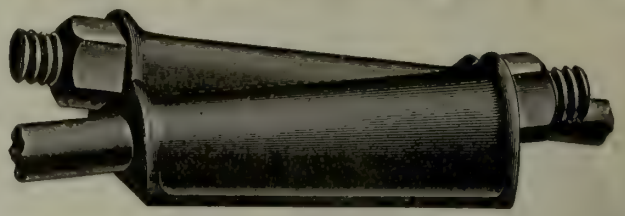
ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

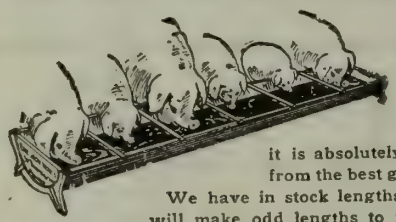
TANK LUGS



For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from $\frac{3}{8}$ to $1\frac{1}{2}$ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited, OTTERVILLE ONTARIO

Heavy Steel Hog Trough



This trough is unequalled in efficiency by any other on the market

It cannot leak, as it is absolutely rivetless and made from the best grade galvanized steel. We have in stock lengths from 4 to 12 feet, but will make odd lengths to fit any pen to order at special prices.

ERIE IRON WORKS, Ltd., ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

TORONTO Gendron CANADA

INVALID CHAIR



The divided leg-rest chair shown in the cut has wheels and metal work of steel and malleable iron, has a frame of best hardwood, while seat, back and front, are of cane webbing. The comfort and ease that it brings to the invalid and the splendid wear, resulting from the use of sturdy materials, make it a readily-sold chair.

The Gendron Mfg. Co., Limited
DUCHESS STREET, - TORONTO, ONT.

THE JOHN STEVENS CO., Limited

Wholesale Plumbers' Supplies

WINNIPEG

WE CARRY A COMPLETE STOCK OF

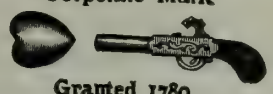
Steampipe, Fittings and Brass Goods

All orders receive prompt and satisfactory attention.

Write now for FREE copies of Blue Prints for septic tanks.

Jonathan Crookes & Son

Corporate Mark

Sheffield  England

Granted 1780.

SUPREME CUTLERY



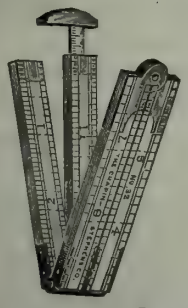
For Sale by Leading Wholesale Houses

SOLDER, ANTIMONY, TIN, LEAD

Prompt delivery from stock

Tallman Brass & Metal Co.

HAMILTON, ONT.





Manufacturers of Rules, Levels, Planes, Gauges, Hand Screws, Etc.



THE CHAPIN-STEPHENS CO.

UNION FACTORY

PINE MEADOW, CONN., U.S.A.

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application. Supplied through Merchants. Jobbers, etc, only.

THE GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs. England

WOOD SCREWS



The 20th Century

Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.

Send us an order and give them a trial.

RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

WALL PLASTER

THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.

LIMITED

Winnipeg, Manitoba

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

ALL CHANCE!



From the old-fashioned polishes and use

POLIVIT

The Lightning Silver Cleaner

No more wasted hours rubbing away with troublesome powders, pastes and brushes. Place Polivit in water with washing Soda, and the dirt flies from the silver to Polivit.

Write for pamphlets and prices

A. A. SHUTE,

FREDERICTON, N.B.

Sole agent for Canada

Be sure and stock Polivit

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

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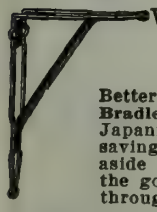
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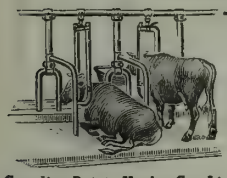


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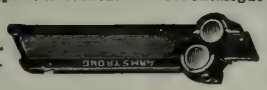
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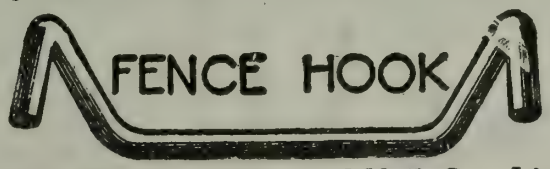
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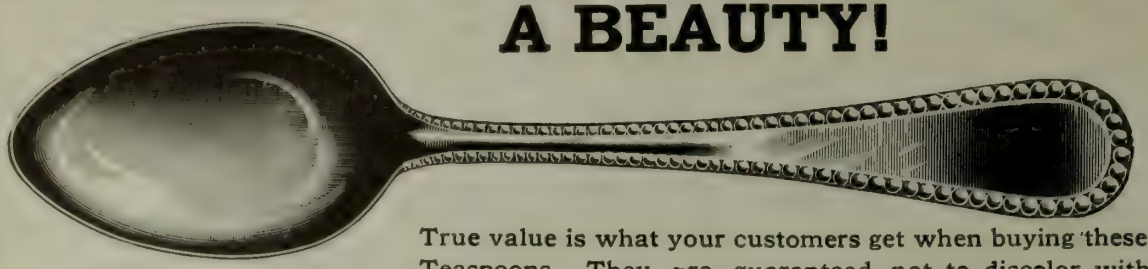
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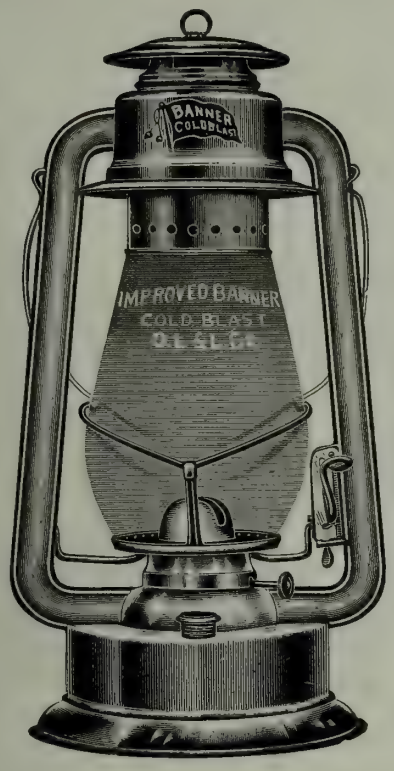
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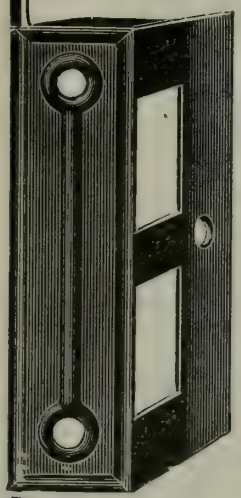
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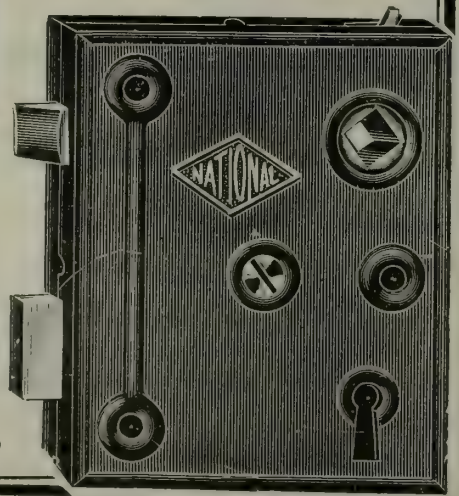


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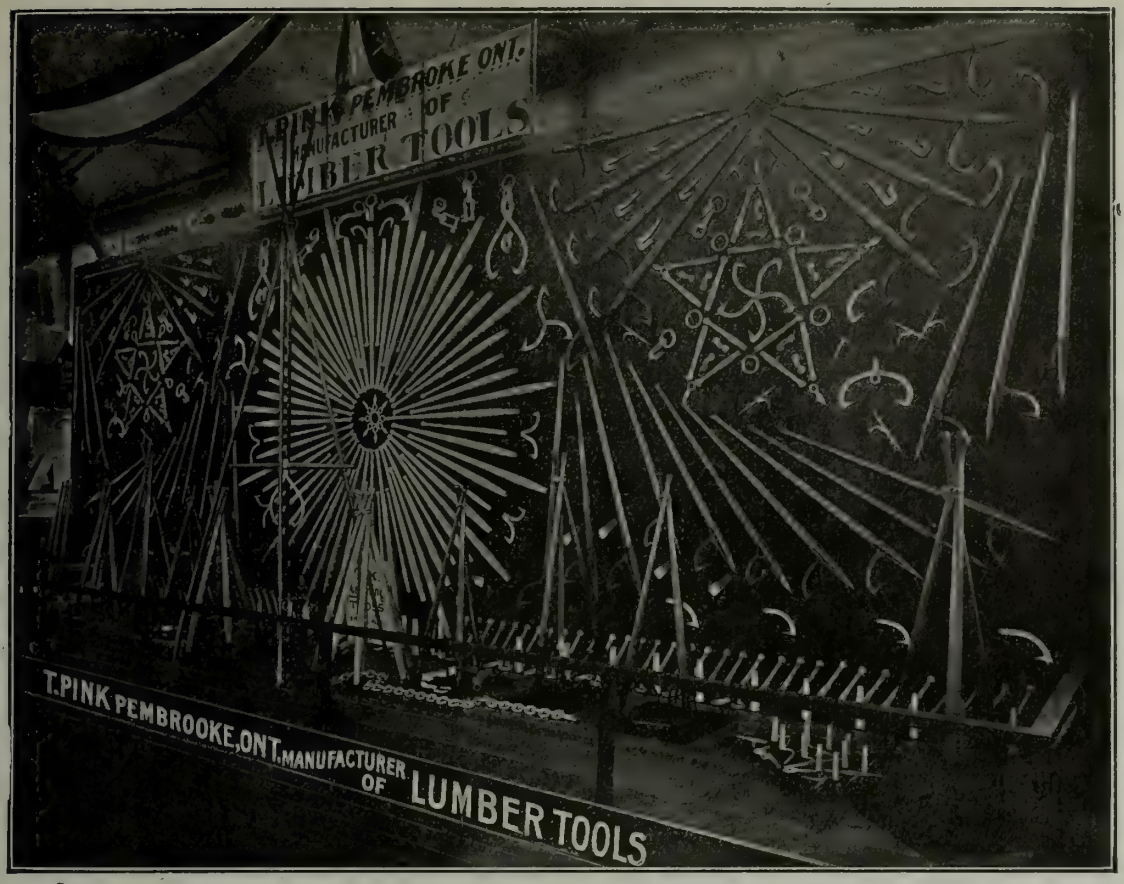
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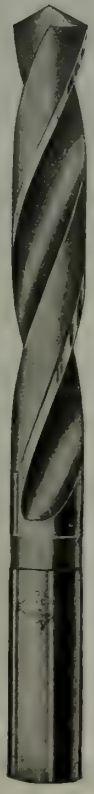
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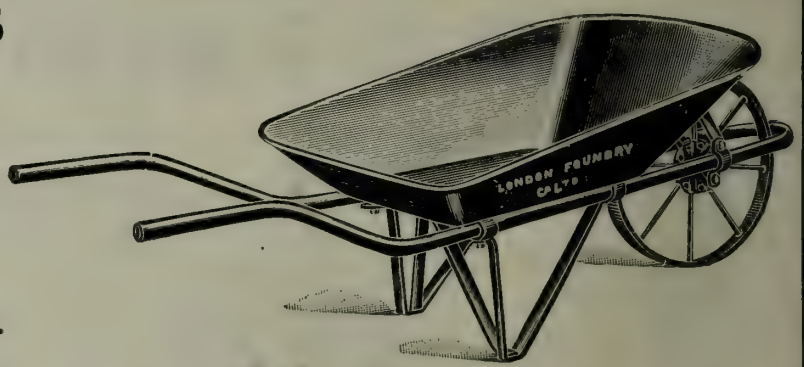
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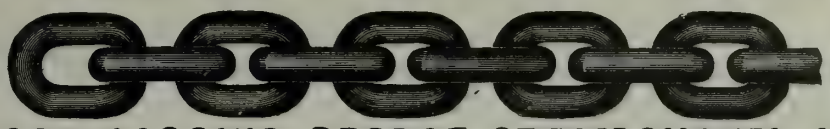
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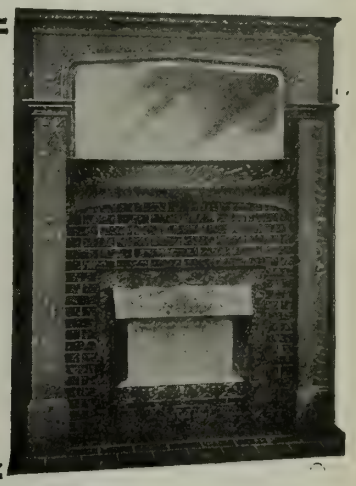
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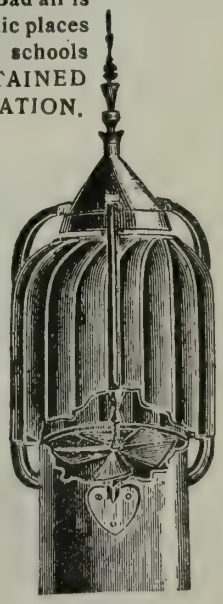
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The J. W. Harris Mfg. Co., Ltd.

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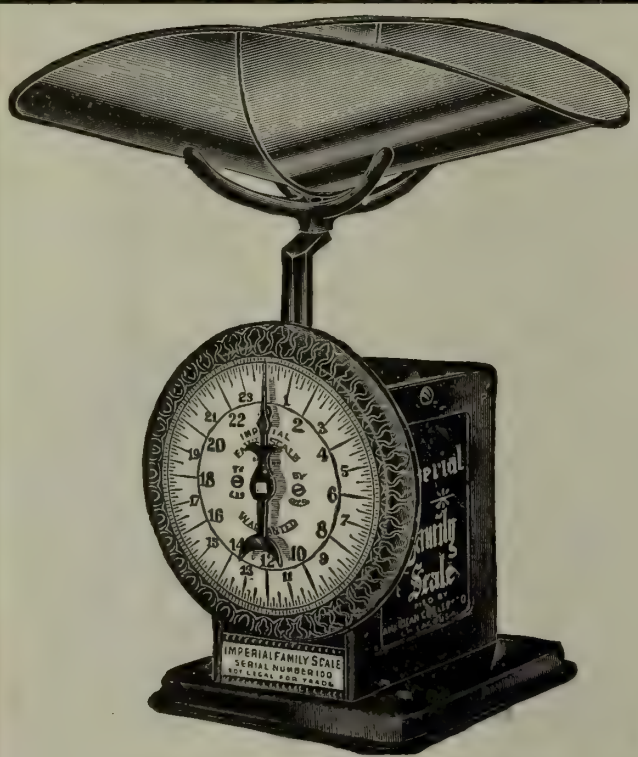
(*Canadian Associated Press*)

Bisley, Eng., July 22.—The greatest feat ever performed in the history of rifle shooting at Wimbledon, or Bisley, was that performed by Private Clifford, of the 10th Royal Grenadiers, Toronto, this afternoon. On Wednesday last the Canadian marksman won the second most valuable prize of the meeting, the Prince of Wales £100. To-day he added to it the blue ribbon of the meeting, the King's Prize of £250. Never before have these two rich prizes fallen to the same man.

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Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



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Get busy and write us so we can quote price and let you know about our

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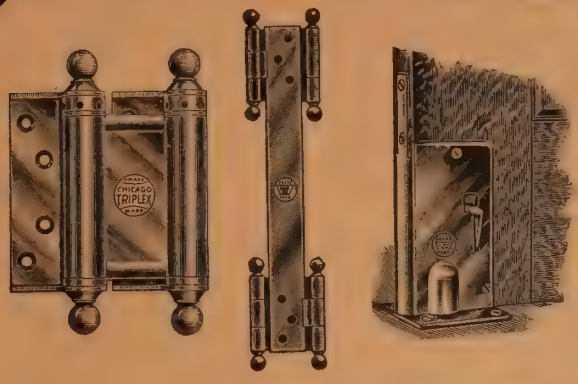
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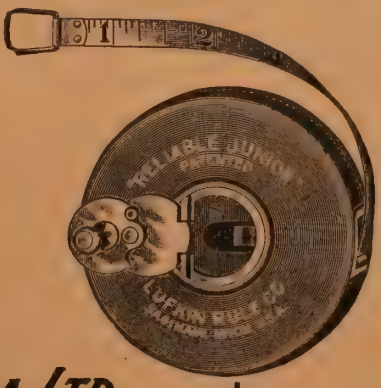
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CANADA

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

Best English Make

5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

The Big Selling Tool Grinder for Farm and Shop

No price-cutting competition on this patented grinder. The retail price is established and maintained. Equipped with genuine Carborundum wheels and pays for itself by saving time and tools, and makes all work easier. Liberal profits, big seller to farmers, shops, mechanics, carpenters, contractors, etc.



Farm Special Outfit

LUTHR TOOL GRINDERS



Mechanics' Special Outfit for Carpenters, Mechanics, Contractors, Etc.

25 times faster than Grindstones
6 times faster than Emery Wheels

No need of cooling with water, no danger of drawing temper from tools. Built like a high-grade lathe, hand and foot power.

35 Styles, with Attachments

A style for every use—special attachments enable inexperienced persons to sharpen chisels, twist drills, discs, saws, etc.

Our special sales method gets quick action for the dealer—quick sales and liberal profits. Write for full information to-day.

LUTHER GRINDER MFG. CO.
1196 Madison St., Milwaukee, Wis.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 1234 Royal Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, AUGUST 19, 1911 NO. 33

E. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

Which Pays Better

Selling two lots of

"Queen's Head"



or one lot of cheaper substitutes?

SELL WHAT THERE IS A DEMAND FOR

John Lysaght. Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

The "MILO"

ROLLER BEARING

BARN DOOR HANGER



The Malleable Iron Frame, Steel Strap and Heavy Bolts go to make a hanger that is absolutely the most reliable and durable on the market.

This hanger is flexible and runs easily for 1¼ x 3/16 track. We assure satisfaction with every sale.

Write for Prices and Particulars.



Taylor-Forbes Co., Ltd.

Guelph, - Ontario

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig Street West, Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Travellers' Building, Winnipeg; Canadian United Mfrs. Agency—London, Eng.



Make the GILLETTE Advertise You At Your Fall Fair

Probably you have been in the habit of taking a space in the Fair Grounds Buildings and exhibiting there a collection of more or less staple articles. If you want to work up more interest in your display, run a live Gillette Booth in a part of your space.

Tack up a Gillette Depot Sign or two, with plenty of the handsome store and car cards which you probably have. If you are short, write us and we'll gladly send you all you want. That will catch people's eyes.

Then show a good line of Gillette Sets, Standard, Pocket and Combination, in Leather, Gold and Silver Plated and Gun Metal Finished Cases. Hundreds will stop to look them over.

Then, to put real life into the game, provide basin, brush and soap and invite young men and old men to step in and try the Gillette for themselves. Give them pointers on using it with the correct Angle Stroke, and see that each gets a satisfactory shave.

Don't make any mistake about it—a demonstration of this kind would sell you dozens of Gillettes, then and afterwards, and advertise your progressiveness more than two or three years of ordinary exhibits.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory—63 St. Alexander Street, MONTREAL

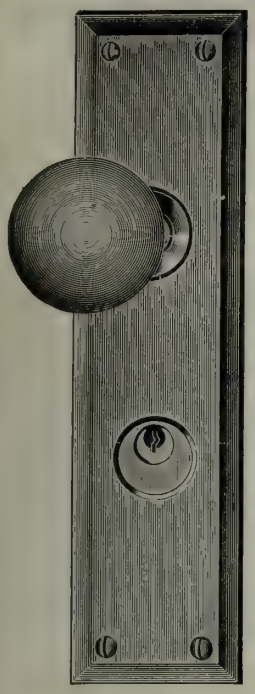
Offices also in New York, Chicago, London, Eng., and Shanghai, China

Factories in Montreal, Boston, Leicester, Berlin and Paris

TRADE Gillette MARK

KNOWN THE WORLD OVER

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

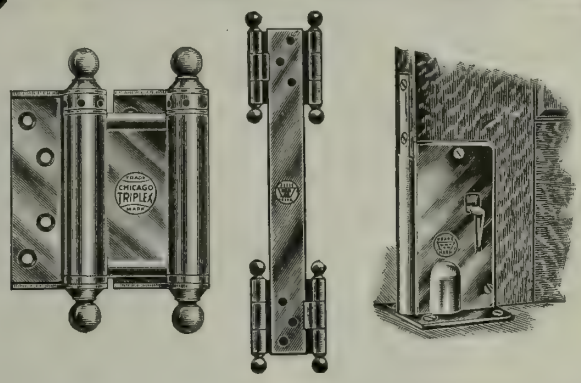
line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co., LIMITED
BELLEVILLE, ONTARIO

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

Send for Catalogue M 26

These Two

"YANKEE" TOOLS

are Catching the Mechanics

Quick Return
No. 130

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.



"YANKEE"
Push Brace No. 75

Bores ⅜" holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws---takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver. ***These Are the Coming Tools.***

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

Talk the IDEAL to your Customers

Drive in the fact that there is no greater Household Labor-Saver than a Good Water Motor Washing Machine, and that there is No Water Motor Washing Machine equal to the **IDEAL.**



The Evidence of

QUALITY

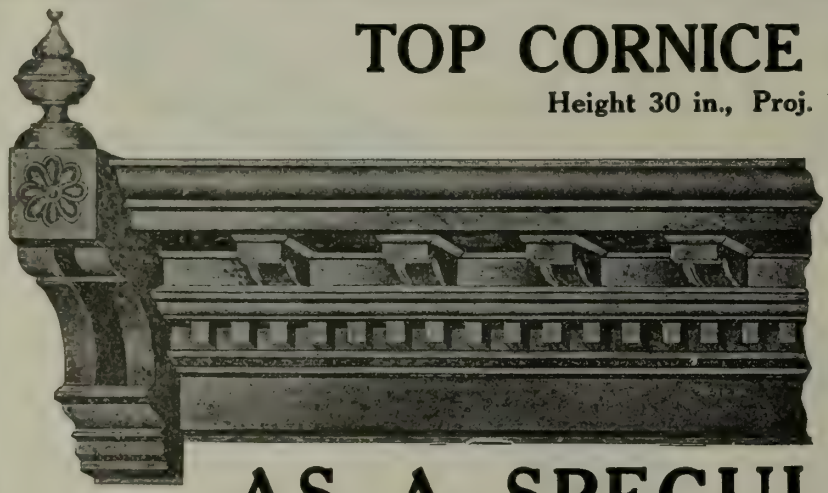
in its make-up, in the way it is put together, in Materials, Finish and the Simplicity of its action, backed by the well-known Trade Mark, are all effective salesmen. It has a "Warp Proof" tub ring inside and a double thick "screwed together" cover. Two of the many points of Superiority of this Machine.

The dealer who has one on display gains a Satisfied Customer.

PERFECTLY SIMPLE AND SIMPLY PERFECT

Agents:
W. L. Haldimand & Son, Montreal.
H F. Moulden & Son, Winnipeg.

CUMMER-DOWSWELL, Limited, Makers, **HAMILTON, ONT.**



TOP CORNICE No. 8014

Height 30 in., Proj. 18 in.

A Handsome, Bold, Neat, Clear-cut Cornice, throwing deep, rich shadows.

AS A SPECULATION

we made up a large quantity of this Cornice on our big new model power brake, and we made it to sell cheap. Let us quote on your requirements.

GET OUR CATALOGUE C-1 ON CORNICES, SKYLIGHTS, ETC., ETC.

THE GALT ART METAL CO., Limited, GALT, ONT.

MAKERS OF THE FAMOUS "GALT" SHINGLE.

DOG COLLARS

Make a Nice, Profitable Line to Handle.

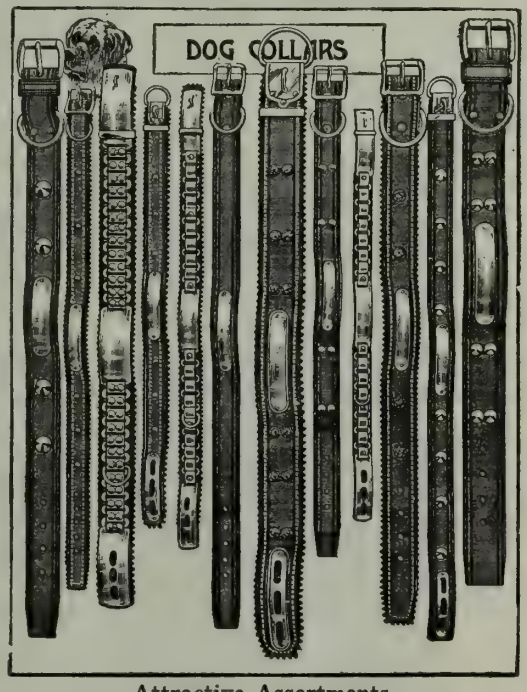
Our Line Is Very Large. **Our Stock Complete.**





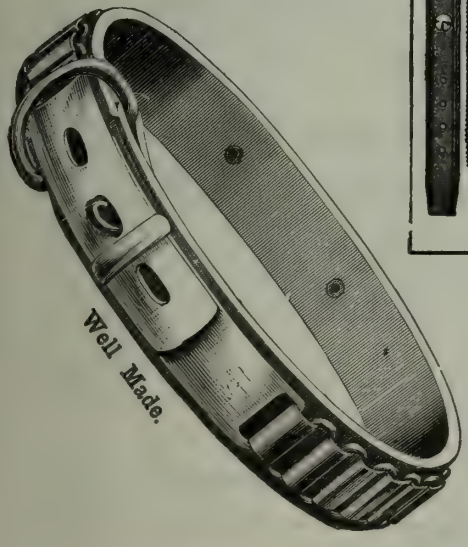


Our Dog Collar Assortments cover a wide range in Styles, Sizes and Finish.

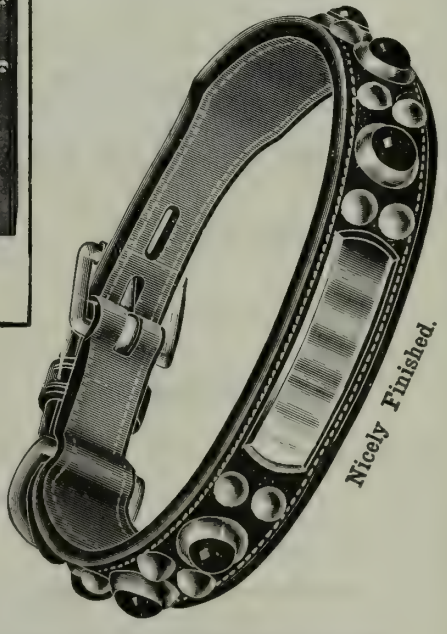


Attractive Assortments.

We also carry Complete Lines of Dog Collar Locks, Dog Muzzles, Dog Leads, Whistles, etc.



SEND FOR OUR
Sporting Goods Catalogue
No 46



NOW IS THE TIME.

They Sell all the year around, but especially well during the Fall season when Sportsmen and Hunters are buying Hunting Goods.

They Display Well and are Nice, Clean Goods to Handle.

THEY SHOW A HANDSOME PROFIT

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

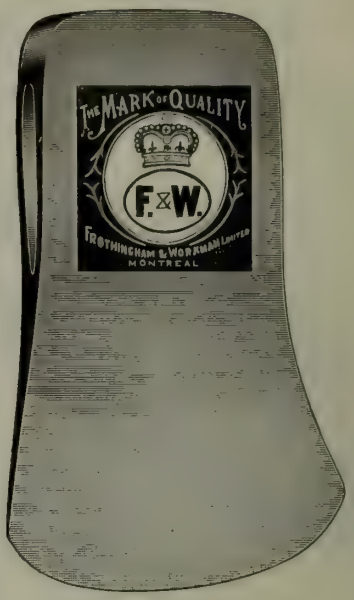
F. & W. "All Steel" and "Gun Metal" Axes



ARE SUPERIOR

To any on the market.

They have made a name for themselves among the lumbermen and are having a ready sale.



Sell the Popular Brands, namely:

F.&W. "Gun Metal" Axes

F.&W. "All Steel" Axes

"Black Prince"

"Favorite"

"Black Champion"



By carrying the F.&W. Axes, you have the Best on the Market.

We stock All Patterns and Finishes, both in Single and Double Bitted.

See our catalogue for our complete line.

WE SHIP PROMPTLY ***WRITE FOR PRICES*** WE SHIP PROMPTLY

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL - - - CANADA

The Modern Housekeeper Buys Sargent's Gem Chopper, the great Kitchen necessity.



BECAUSE

It is the best advertised chopper made.
It will chop all kinds of food, without mashing or tearing it.

The Chopper of few parts, with self-sharpening steel cutters.



No. 20 will chop 2 lbs. per minute.

No. 22 will chop 2½ lbs. per minute.

No. 24 will chop 3 lbs. per minute.

Each one packed in a strong card-board box. Complete with the "Gem" Cook Book.

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG.

The

Steel Company of Canada

Limited





M. R. M.

HORSE NAILS



The Quality is Guaranteed by the use of Best Swedish Steel Rods

WOOD SCREWS, MACHINE SCREWS

Bar Iron Bar Steel

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods, Horse Shoes, Wrought Pipe, Wire Field Fencing.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

Your Order receives prompt attention

That's what makes it so easy for you. You can be absolutely sure that your interests are being as carefully looked after as though you were here in person.

In response to a rush order every facility is employed to get the goods out on time, and, even more important to you than speed in shipping, you can depend on the quality of all goods we ship.

Just glance over these high-grade lines. The shooting season will soon commence.

ORDER EARLY.



STEVENS DOUBLE BARREL GUN.
Demi Bloc System.



No. **255**—Gauge, 12; barrel, 30 in.; weight, about 7¼ to 8½ lbs.; barrels, Stevens compressed forged, high pressure steel, choke bored for nitro powder. Matted extension rib. Frame, drop forged. Action, top lever, patent rotary compensating cross bolt through extension rib, check hook, low circular hammers, rebounding bar locks, solid plungers; parts drop forged. Stock, varnished walnut, finely finished, with pistol grip checked and capped; patent snap forearm, checked; rubber butt plate. Ammunition, adapted for any standard make of shell; loaded with either black or smokeless powders. Regular length of stock, 14 inches; with drop from 2½ to 3¼ inches.

No. **335**—Gauge, 12; barrel, 30 in.; weight, about 7¼ to 8½ lbs.; barrels, Stevens compressed forged, high pressure steel, choke bored for nitro powder. Furnished regularly both barrels full choked. Has matted extension rib. Frame, drop-forged; case-hardened. Action, Anson & Deeley type. Top lever; patent rotary compensating bolt through extension rib; check hook; rebounding locks; automatic safety, independent or not, at will; extra long frame; all parts drop forged. Stock, varnished walnut, finely finished, with pistol grip checked and capped; patent fore-end checked; rubber butt plate. Ammunition, adapted for any standard make of shell; loaded with either black or smokeless powders. Regular length of stock, 14 inches; with drop from 2½ to 3¼ inches.

H. S. HOWLAND, SONS & CO., Limited

Wholesale Hardware

WE SHIP PROMPTLY **TORONTO** **OUR PRICES ARE RIGHT**

Graham Nails are the Best.

CSGCo. CRESCENT BRAND

BUTTS AND HINGES

Our Brand guarantees the quality and your protection.

The demand is such that we are constantly asked

How many can you deliver us?

Do you not sell them?

Perhaps that is what is wrong with your hinge trade.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Educate the Public to Better Sanitary Arrangements

by showing them a full line of

GARBAGE CANS

WITH GALVANIZED STEEL BODIES AND SEAMLESS COVERS

Designed and Constructed to Give the Greatest Amount of Strength at Points of Greatest Strain



2 sizes, with Wood Side Protectors

Nos.	400	500
Dimensions inches	17x25½	18x36

3 Sizes, without Wood Side Protectors

Nos.	30	40	50
Inches	14x21	17x25½	18x36



THE "ARROW" CAN

Two Sizes

No.	1	2
Inches	15x24	17x24

With or without covers



THE "REGULATION"

One Size Only

No. 4, inches 14½x20¾

With six wood side protectors



Three Size

No.	1	2	3
Inches	12½x13¼	14x15	15x17

Supplied with bail and back handles

These cans are heavily galvanized inside and out after parts are assembled and made up. This is a very important feature as it prevents rust and corrosion from eating out the bottoms.

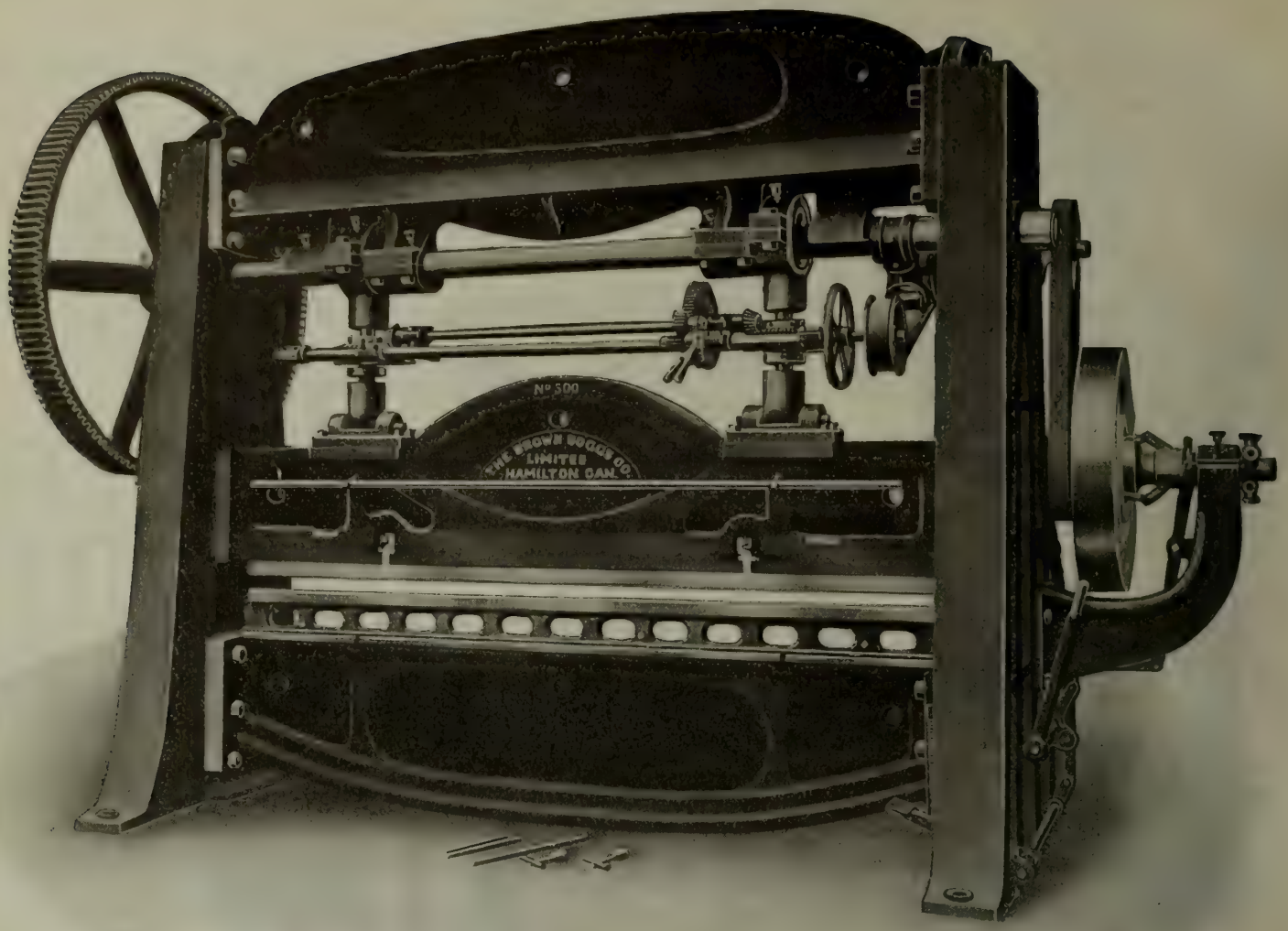
FULL DESCRIPTIVE CIRCULAR AND PRICES FURNISHED ON APPLICATION

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL AND WINNIPEG



The Coronation of the New Silverware King



10 Foot Power Press or Brake

Capacity, No. 10 Gauge Soft Steel.
Weight, 28,000 lbs.

This machine is of the most MODERN design and embraces new features that are a distinct advantage. It is complete in every respect. Manufacturers of METAL WINDOW FRAMES AND SASH, FIRE-PROOF DOORS, ETC., will find it a most economical investment.

WRITE FOR PRICE AND FURTHER PARTICULARS

THE BROWN, BOGGS CO., Ltd., HAMILTON, ONT.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES

The Canada Glue Co., Limited

OF

Brantford, Toronto, Montreal and Vancouver

The Largest Makers of

Glue and Gelatine

under the British Flag

Can Supply any Quality in any Quantity.

"GRISWOLD" WAFFLE IRONS

GRISWOLD



The most efficient Waffle Iron sold — the iron which makes real waffles as good as those you dream about.

The Griswold Waffle Iron has the extra heavy pans necessary for evenly baked waffles; patent ball lock jointed hinge, permitting easy turning of the pan; improved wood handles fitted into air cooled sockets, preventing burnt fingers, and specially designed ring, catching every drop of grease or batter.

The extensive advertising campaign we are now conducting is an important aid to the retailer.

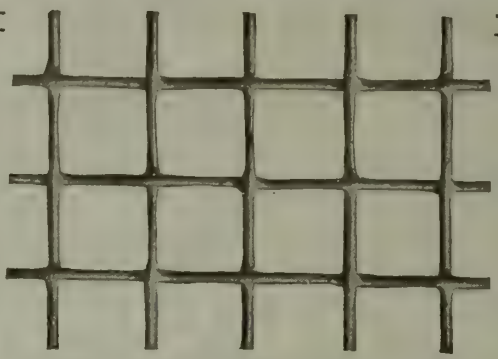
THE GRISWOLD MFG. CO.

ERIE : : PA.

NON-CORRODING
RE-GALVANIZED WIRE CLOTH
FOR FRUIT DRYING

Added Strength in Re-Galvanizing

In the first place the Fruit-drying Wire Cloth is woven from galvanized wire. It is then re-galvanized, which makes it practically one solid piece of metal, giving it strength such as cannot be obtained otherwise, also insuring it against corrosion.



The above illustration shows the 2 x 2 mesh.

Write for Catalog.

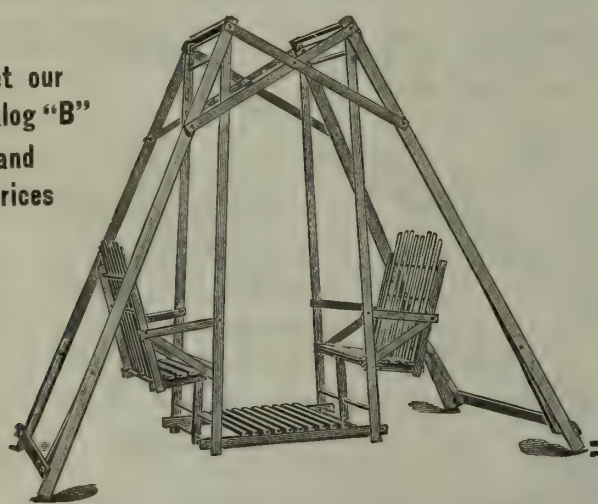
All Required Sizes of Mesh

This cloth is made in all sizes of mesh from 2 x 2 to 8 x 8. For apple drying the standard mesh is 3 x 3 and is stocked in widths 24, 30 and 36 inch. Your patrons will find Greening's Wire Cloth perfectly adapted to their requirements, both in quality and size of mesh.

The B. Greening Wire Company
Limited

HAMILTON and MONTREAL

Get our Catalog "B" and Prices



RIGHT IN THE HARDWARE LINE!

A splendid-selling line for Summer, which every family will buy on sight is the

STRATFORD SWING

It is made of thoroughly-seasoned wood, and is perfectly safe because it is so well designed, well made and sufficiently bolted.

Seats are adjustable, and foot rest can be placed on level with seats, forming a couch. Can be brought down to a convenient height for children.

Shipped either knocked down or set up and folded.

We also make "Boyers'" Famous Gliding Settee, and all kinds of ladders, garden and park seats.

THE STRATFORD MFG. CO., Limited
STRATFORD, ONTARIO

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue. Write

The R. McDougall Co., LIMITED
GALT, CANADA

Why Xcell Batteries?

Because

They are the **Best in the World.**

Battery users judge now other dry cells by the **Standard** set by

XCELLS.

We offer the Hardware Dealer . . . . . **PROFITS**
for we save him money in the beginning AND in the end

We guarantee the Hardware Dealer . . . . **PROFITS**
for once his customers use XCELLS they afterwards insist upon Xcells.

NINE LIVES GOODS

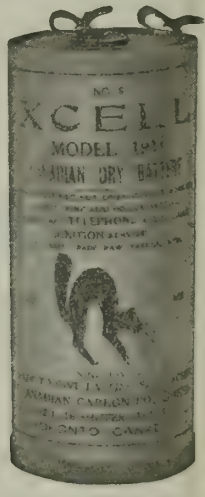


Electric



Flashlight





Patent Applied For, Registered.

THE GREATEST MONEY-MAKERS FOR EVERY HARDWARE MAN.

Guaranteed on the shelf AND in service.
You cannot get better batteries.
You cannot get fairer treatment.
You cannot get quicker service.
You cannot get lower prices.

TWO LARGE FACTORIES IN CANADA

to fill the demand. Fresh Cells, each with **NINE LIVES,** in any quantity from either factory.

CANADIAN CARBON COMPANY, LIMITED

FACTORIES { TORONTO: 12-14-16 Shuter St.
WINNIPEG: Irish and Bury Ave.

Order from your jobber. **If not obtainable write nearest factory.**



The Paragon Peninsular

With RESERVOIR and HIGH CLOSET For COAL and WOOD

Number	Cover	Oven	Wood Length	Weight
49-16	Four 9-inch	16 x 19 x 12	24	425
69-18	Four 9-inch Two 6-inch	18 x 19 x 12	24	435
69-20	Six 9-inch	20 x 19 x 12	24	450

THIS NEW Medium-priced Steel Range is scoring a great success with the trade, and since putting it on the market this spring we are getting a great many repeat orders. It is beautifully finished, attractive in design, bright and snappy, and appeals instantly both in price and in appearance to prospective buyers.

If you have not received our 1911 Catalogue and Price List, send for Copies.

Clare Brothers & Co., Ltd. : Preston, Ont.

BRANCHES:

CLARE & BROCKEST, Limited, Winnipeg, Man, REYNOLDS & JACKSON, Calgary.
RACE, HUNT & GIDDY, Edmonton Alta. J. M. KAINS & CO., Vancouver.
The MECHANICS' SUPPLY CO., Quebec, Que.

Hecla

Warm Air

Furnaces



Steel-Ribbed Fire-pots

Fused Joints

Cast Combustion Chamber

Individual Grate Bars

Circular Water Pan

Large Fire Door

For Coal and Wood

CLARE FURNACES are Made in 4 Styles

The HECLA. For people who want the best. Made in five sizes, with capacities ranging from 8,000 cubic feet to 95,000 cubic feet. For coal and wood.

The EMPRESS. Medium price. Made in three sizes, with capacities ranging from 8,000 to 22,000 cubic feet. For coal and wood. This is a new pattern.

The STANDARD. Medium price. Specially adapted for soft coal. Made in 3 sizes with capacities ranging from 8,000 to 22,000 cubic feet. New pattern.

The HILBORN. For wood only. Made in ten sizes, with capacities from 8,000 to 75,000 cubic feet.

Our Furnaces are advertised throughout Canada. Our Selling Plan is efficient.

Our Salesmen are at the disposal of our agents. We carry Large Stocks and can ship promptly.

Clare Brothers & Co., Ltd. : Preston, Ont.

BRANCHES:

CLARE & BROCKEST, Limited, Winnipeg, Man. REYNOLDS & JACKSON, Calgary.
RACE, HUNT & GIDDY, Edmonton, Alta. J. M. KAINS & CO., Vancouver.
The MECHANICS' SUPPLY CO., Quebec, Que.

"Famous" Oil Heater

Light and Economical



2 SIZES

No. 15 Nickelled No. 25 Japanned

FEATURES:

The famous Oil Heater gives a uniform heat, is strong, light, economical, handsome and safe. It is just the thing for a chilly evening.

Is operated same as ordinary lamp, wick can be easily replaced when necessary to do so. Has solid base and feet which insure permanency of service.

In all, the "Famous" Oil Heater is a most satisfactory heater.

"Famous" Air Tight Heater

18-50 Series, with Sheet Steel Lining, Satisfies the Late Summer Trade

This is another style of Heater that is much in demand this time of the year. It is made in 6 styles and 24 sizes, giving an unequalled range to choose from.



18-50 SERIES

McCLARY'S

LONDON WINNIPEG HAMILTON
TORONTO VANCOUVER CALGARY
MONTREAL ST. JOHN SASKATOON

THERE ARE OTHER

"ROGERS"

and various makes of SILVERWARE which are claimed to be "just as good" as

1847 ROGERS BROS. MERIDEN BRITANNIA COMPANY X S TRIPLE

but, like all imitations, lack the beauty and wearing qualities identified with the original and genuine 1847 ROGERS BROS. Exclusive designs equal to the very best Sterling Silver in pattern, finish and general excellence. They are the Heaviest Triple-Plated Silverware Obtainable.

The dealer should make his customer understand that silverware must do more than appeal to the eye. The kind of silverware that looks well on the show case but will not stand daily service is not the good kind to buy nor the good kind to sell.

Increase your business and Satisfy your customers by handling

"Silver Plate That Wears,"

that is

1847 ROGERS BROS. MERIDEN BRITANNIA COMPANY X S TRIPLE

MERIDEN BRITANNIA CO., HAMILTON, ONT.

SPECIAL SILVERWARE ADVERTISEMENTS

As an aid to the trade selling our goods we shall be pleased to supply any of the following electrotyped advertisements.

Write for booklet "ADVERTISING HELPS."

Always order by Plate Number.

MERIDEN BRITANNIA CO., HAMILTON, ONT.

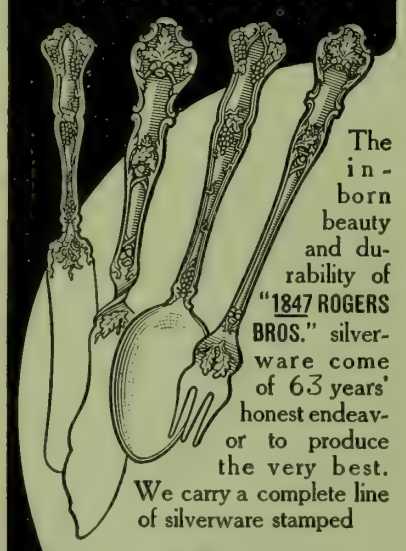


"1847 ROGERS BROS."

This is the mark that for over 60 years has distinguished *"Silver Plate that Wears."* It stands for all those excellent qualities found only in the world's best. With it as *your* guide you can buy just as safely as the silver expert.

Plate No. 132 A

1847 SILVER 1910 with a PEDIGREE



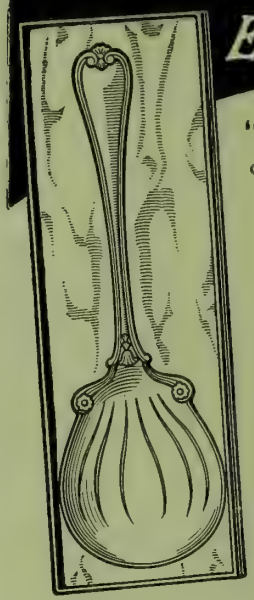
The in-born beauty and durability of "1847 ROGERS BROS." silverware come of 63 years' honest endeavor to produce the very best. We carry a complete line of silverware stamped

"1847 ROGERS BROS."

When purchasing silver so marked you do so with the knowledge that it is *"Silver Plate that Wears,"* and that the brand has been famous since 1847 for its beauty, elegance of style and pattern, and excellent wearing quality.

Plate No. 138 A

SILVER for Every Occasion





The name "1847 Rogers Bros." covers a line of beautiful silverware for every occasion. Endowed with a life-long beauty and wearing quality, each piece is well worthy the name

"1847 ROGERS BROS."

Since 1847, when the process of electro-silver plating was discovered by the original Rogers Bros., this well-known brand has been the choice of those desiring *"Silver Plate that Wears"* as well as beauty in silverware. We carry a complete line of the leading patterns.

Plate No. 147 A

Year In and Year Out



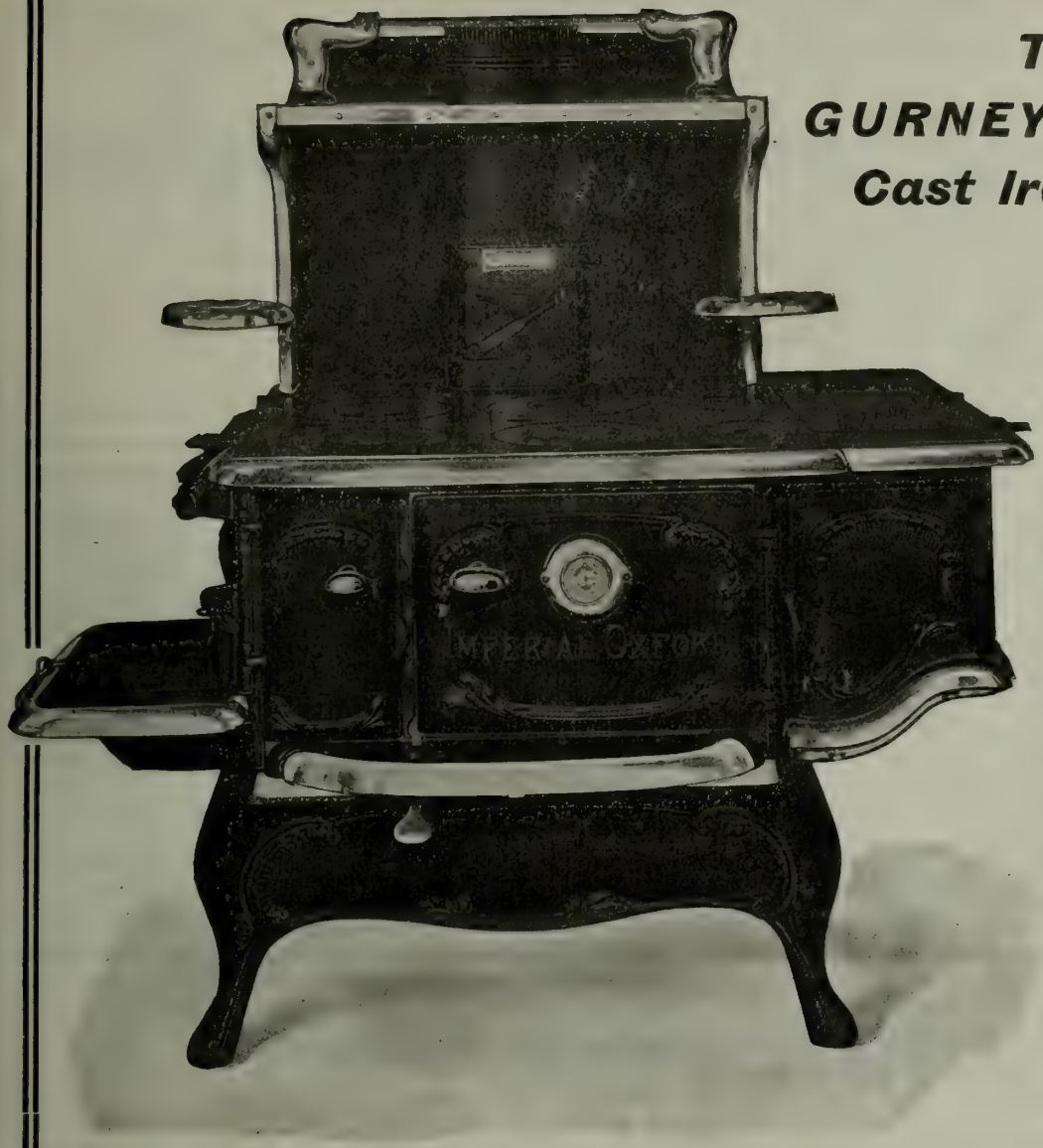


How long will it wear?—*That's* the main question that governs the choice of silver. Such a query is answered immediately in silverware bearing the stamp

"1847 ROGERS BROS."

We keep a complete line of this famous brand—*"Silver Plate that Wears"*—knowing that all the points of perfection that come of over 60 years' experience are incorporated in each piece, endowing it with a "year in and year out" wearing quality so essential to household silverware.

Plate No. 150 A



This GURNEY-OXFORD Cast Iron Range

represents the last word in stove construction.

Remember, in buying this Fall that this article on your floor will make a quality impression on every customer. It will mark you as a dealer in the highest grade merchandise; one who deals in satisfaction.

The OXFORD ECONOMIZER

too, is not only a quality feature, but it is a great help to the salesman.

This kind of talk will certainly rivet the attention of every woman who visits your store: "Madam, this is the latest device in stove construction. It practically does away with the adjustment of dampers. Move this single handle from 0 to 6, according to the degree of heat you require. You can get a quick fire by leaving it at 0; you can get splendid baking results when once the fire is up, from 2 to 4. At 6 you can hold fire in your range for twenty-four hours or more, and you need not take the covers off, so there will be no gas in the house.

"Incidentally, Madam, this Economizer is guaranteed to save fuel. Perhaps you may have noticed—the sworn statement hanging in my window telling what this wonderful little device will do."



TORONTO EXHIBITION

Fair time in Toronto begins Monday, August 28th, good friends—come in.

We look forward to a visit, and we have so much that is new in advertising and along co-operative lines, that we are sure we can make the time spent here well worth your while.

GURNEY-OXFORD

The Gurney Foundry Co., Ltd. Toronto

Montreal Hamilton Winnipeg Calgary Vancouver

GURNEY-OXFORD

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

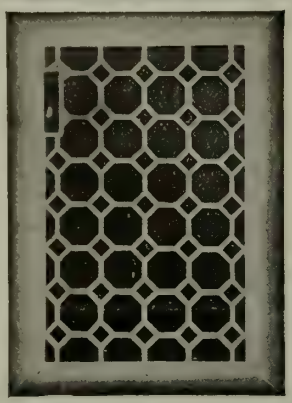
Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

No order too large or too small. Prompt shipments our specialty. Correspondence Solicited.

Cor. Manitoba and Sixth Avenue

P O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348



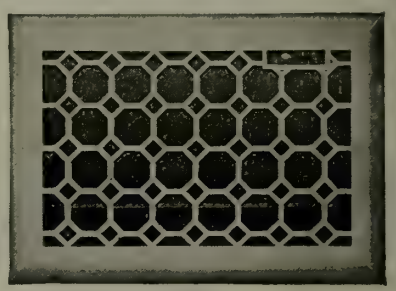
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.

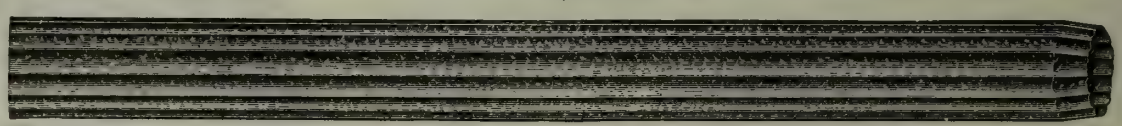


Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

CONDUCTOR PIPE

ACORN Quality, made from ACORN Sheets, on machines which turn out uniform shapes, absolutely straight; give perfect satisfaction.



Acorn Conductor Pipe—The Satisfactory Kind.
Ten (10') foot lengths; Absolutely true and straight; 2" 3" and 4" Sizes; Plain or Corrugated.

We stand behind every length of Acorn Conductor Pipe and Guarantee:—Quality of Galvanizing,—Straightness,—Perfect Uniformity in Construction;

ENSURING EASE and CHEAPNESS in ERECTION.

Your men won't be **too long** on a job if you give them Acorn Pipe & Troughing to erect. The saving in time and solder means increased profits. We are ready for your orders.

The Metal Shingle and Siding Co., Ltd.

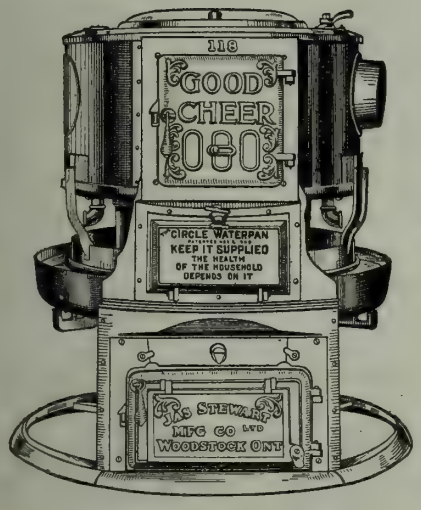
PRESTON and MONTREAL

You can well believe the good reports of the

"GOOD CHEER"

WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the "Good Cheer" and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

McLennan, McFeely & Co., Vancouver, B.C.

Wood, Vallance Hardware Co., Nelson, B.C.

Ross Bros., Limited, Edmonton, Alta.

Jewel Stoves and Ranges



STYLE R.F.

Royal Jewel Steel Range

The Range of Quality.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality.

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

We also make a great variety of **Cast Iron Ranges and Cooking Stoves**, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. **The Grand Jewel Wood Cook Stove** is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of **Heating Stoves** to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

JEWEL TRADE MARK

The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto, and Winnipeg.

Western Customers please write for imformation and send orders to our Winnipeg Branch, No. 130 James Avenue.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales gent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto

Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable QUALITY

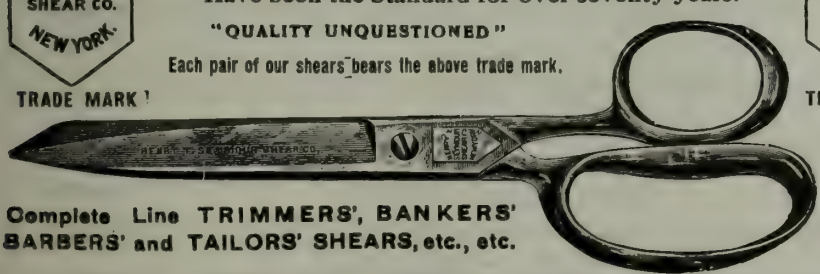
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

Have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.



Latest cata og will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

Three In One

We have just issued under one cover new booklet containing

First illustrations.

Second descriptive matter.

Third list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

PEASE FOUNDRY COMPANY

LIMITED

Toronto, :: Canada

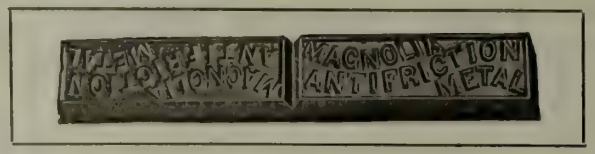
PEASE-WALDON COMPANY

LIMITED

Winnipeg, :: Canada

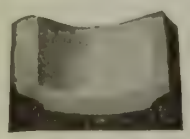
We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.







MAGNOLIA METAL - vs - "GENUINE" BABBITT

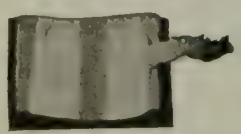


MAGNOLIA TEST BLOCK:

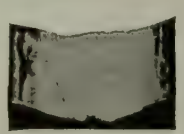
Ran 80 minutes under pressures varying from 1000 to 2000 lbs. per square inch, 1600 revolutions per minute; in perfect condition at end of test with smooth highly polished surface.

"GENUINE" BABBITT TEST BLOCKS:

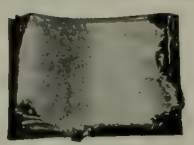
The best grades of "Genuine" Babbitt were selected for these tests.



Ran 15 minutes, 1,000 lbs. square inch



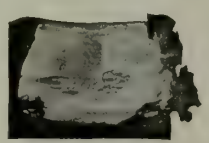
Ran 30 minutes, 500 lbs. square inch



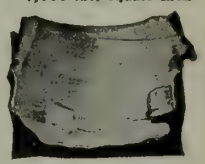
Ran 15 minutes, 1,000 lbs. square inch



Ran 5 minutes, 1,000 lbs. square inch



Ran 10 minutes, 1,400 lbs. Square inch



Ran 10 minutes, 1,200 lbs. square inch

We tested six other "Genuines" which were all similar to above.

Special Offer

PRACTICAL ENGINEER POCKET BOOK, 680 pages' over 2,000 subjects. We do not aim to make a profit on this book as it is an advertisement, therefore offer it at the very low price of 40c. postpaid. Many Engineers pronounce it invaluable. Address Montreal Office.

Showing the Superiority of Magnolia over "Genuine"

The tests shown hereon domonstrate our claim that a tin base metal is highly susceptible to friction heat and therefore liable to squash, and that it is almost impossible to raise the temperature of a Magnolia-lined bearing to a destructive point; hence the secret of its wonderful success.

Some day we will show you where a Magnolia-lined bearing is running in shafting and **has been running for six years without one drop of lubrication.**

These tests were made by Dr. Torrey, who was then Chief Assayer of the U.S. Mint, New York.

Sold by Leading Dealers Everywhere or by

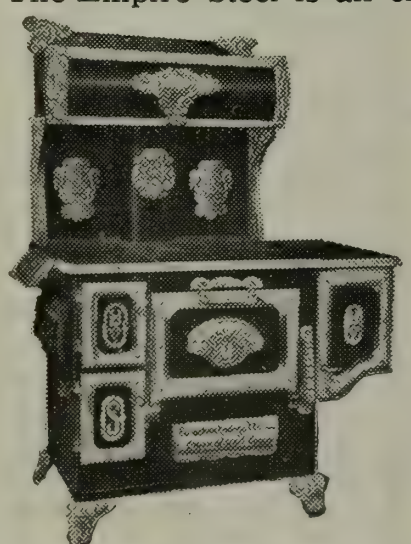
Magnolia Metal Co.

225 St. Ambroise Street : MONTREAL
NEW YORK CHICAGO

The Empire Steel Range

Selected material and skilled workmen insure a perfectly built range in every respect.

The Empire Steel is an extra heavy range, handsome in appearance---a range that will withstand hard usage. It has Double Flue Constructors. The fire circulates under reservoir.



This Range has become the widest seller on the market owing to its convenience, and its ability to do perfect, rapid heating and baking.

Don't fail to see our exhibit at the Toronto Exhibition

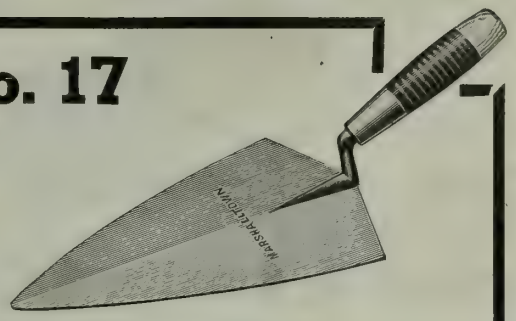
WRITE FOR SPECIFICATIONS AND CATALOGUE.

The Canadian Heating & Ventilating Co., LIMITED

OWEN SOUND, ONT.

AGENTS—Canada Stove & Furniture Co., Montreal, Que. Christie Bros., Ltd.. Winnipeg, Man. M. C. Drew & Son, Vancouver, B. C.

New Idea No. 17
Trowel of Quality



Wider Heel

Hang is Perfect

Send for Catalogue

Marshalltown Trowel Co.
MARSHALLTOWN, IOWA

This Stove Burns Stove Coal

Quick in Action and Always Under PERFECT Control.

The Cleanest, Safest and Most Economical Base Burner.

"Stove Size" Anthracite is better than "Chestnut" as it is purer coal, containing from 3 to 4 per cent. less slate and impurities. More pounds of real coal to the ton, burns better with less ashes, gives more heat units, holds fire longer and burns slower.

The "RADIANT HOME" is the only Base Burner specially constructed for burning "Stove" coal.

The LEAST FUEL.
The MOST SATISFACTION.

The "Radiant Home"



SAMPLE ORDER SOLICITED

Constructed at the request of the Anthracite Coal Mining Companies and endorsed and recommended by

The Canadian Retail Coal Association.
The Susquehanna Coal Co.
Lehigh Valley Coal Co.
Del., Lack. and Western Coal Co.
Phila. and Reading Coal and Iron Co.
Dickson and Eddy.

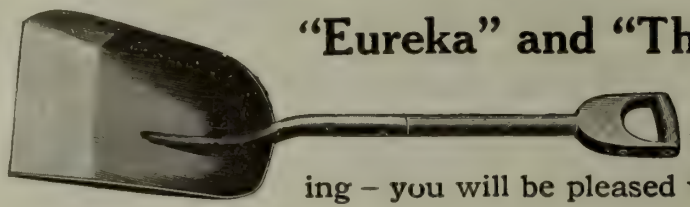
This style made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.

The William Buck Stove Co., Limited

Brantford Montreal Winnipeg Calgary Saskatoon Vancouver

Wolfe's Hollow Back Shovels and Scoops

Also everything in SNOW and STOVE Shovels



"Eureka" and "Thistle" Brands

Specify these brands when ordering – you will be pleased with them.

Schuchardt & Schutte, 307 Coristine Bldg., Montreal, Que.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING

AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

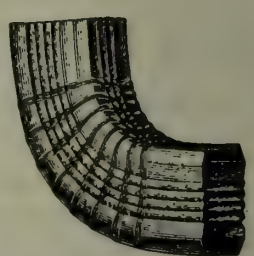
THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.





Isn't this the Handsomest Pipe you ever saw?

It is something comparatively new in Canada and you have therefore a chance to replace the old styles of pipe with something that is a novelty to your customers and their neighbors. We make it in two sizes, 2⅜ x 3¼ in. and 2¾ x 4¼ in., with elbows and hooks to match. These sizes are equal in capacity to 3 and 4 in. round pipe. Try a sample order and start the ball rolling in your neighborhood.



WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO CANADA

WIRE BALE TIES

For Baling Hay, our Wire, made, **all the time**, from the finest quality Bessemer Rods, will give the most complete satisfaction. It will be found at least 10 per cent. stronger than any other Baling Wire on the market. Better send along an order. There is real satisfaction and profit in handling this well-known line. Get our prices.

Other Specialties we make are

Annealed Wire
specially soft and pliable.

WIRE NAILS
Perfect heads and points. Full weight.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

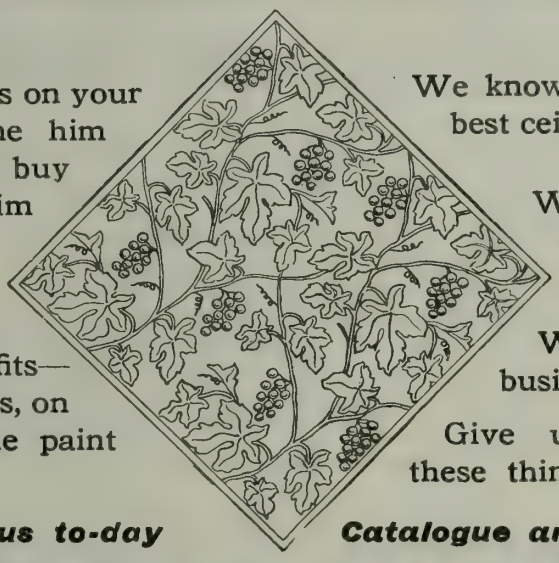


METALLIC CEILINGS

"Boost Them, Mr. Hardware Man, Boost Them."

When the plaster cracks on your neighbor's ceiling bone him for "Metallic." He'll buy it, too, if you bone him right.

Metallic Ceilings carry three separate profits—on the sale of the goods, on the erection, and on the paint to re-coat them.



We know that we are making the best ceiling in Canada to-day.

We know that our prices are right.

We know that our business methods are right.

Give us a chance to prove these things to you.

Get in touch with us to-day ***Catalogue and Samples on request***

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. **MANUFACTURERS** **WINNIPEG, MAN.**

(24)

ON THE FIRING LINE

Abreast of the best in things national, literary, artistic—that's where you find yourself when reading

MACLEAN'S MAGAZINE

Note the contents of the August Issue:

DID LAURIER BETRAY US,

When he spoke, and acted, as he did at the Imperial Conference? No. He did not. But somebody did, somebody that the average Canadian has never suspected before. We really believe that the "average Canadian" will find something along this line to think about in an article in the August issue of MacLean's Magazine, written by the Editor, who went to London, and who followed the proceedings of the Conference from the beginning to the end.

THE LINE-UP OF THE FINANCIERS.

A writer of much painstaking industry has figured out that the financial interests in Canada are in the hands of twenty men, and these twenty capitalist-directors are subdivided into three groups. This financial combination controls industries and utilities of far-reaching importance. The August MacLean's gives a complete history of the Canadian financiers and the industries with which they are connected.

OUR BAD MANNERS AND WHO IS TO BLAME.

Every now and then somebody rises out of the congregation of the Righteous and declares that the "Manners" of the Canadian Child are "terribly neglected." The latest critic was Earl Grey, and following his charges there was a prolonged discussion in which the Public Schools of Canada were apparently on the defensive.

In the August MacLean's is a contribution in which the writer claims that Earl Grey is right in attacking us—although he should attack more than Canada—and that at the same time the Public Schools are right in saying that they are not solely to blame. The trouble is from a much deeper source. The Canadian people should try to find the cure. This article hints at it.

WHY THE JEW IS HEALTHIER THAN THE CHRISTIAN.

In the midst of squalor the "poor" Jew thrives. Under the same condition the "poor" Gentile contracts disease and falls into degeneracy. In an epidemic it is the Gentile who suffers. In the recent hot weather it was Gentile babies that died, not so much Hebrew little ones. The August issue of MacLean's contains an article explaining or suggesting an explanation for this phenomenon.

LITTLE TALES FOR SUMMER WEATHER.

For six months the editorial department of this magazine has been collecting little short stories from Canadian writers, now there is a large enough stock to allow the magazine to give its readers several of these "Little Tales for Summer Weather" all at once.

There is "The Green Hour," by Deshler Welsh, a regular contributor for the better American magazines. Then "Sally's Soul," "The Lonesomeness," "Music Hath Charms," and others offer short crisp reading for these hot months. Of course, in addition to these stories there are the regular longer short stories. There is another of O. Henry's inimitable tales of New York life; and other material from some of the best Canadian, English and American writers.

THE STORY HE TOLD THAT NIGHT.

Not often does the public have the opportunity of hearing some of the great men of the country talk and spin yarns in their leisure moments. A newspaperman was in the Mount Royal Club, Montreal, the other night, and happened to be able to get a little group of old railway pioneers together—men who are now financial forces in Canada. One of them, whose name has to be withheld, but who used to be "The Assistant Engineer" out in the Rockies, when the C. P. R. was built, tells a tale about himself and a horse—a yellow horse—which is really worth reading.

MacLean's Magazine is on sale at all news stands. Twenty cents a copy. Two Dollars a year.

MACLEAN PUBLISHING CO., LIMITED

MONTREAL TORONTO WINNIPEG

GOODHUE BELTINGS

Lead All Others in the Endurance Test

Every satisfied customer means increased trade for you.
Handle only the BEST BELTING, that is the secret of your success.
GOODHUE BELTINGS are guaranteed to be reliable, economical and absolutely satisfactory.

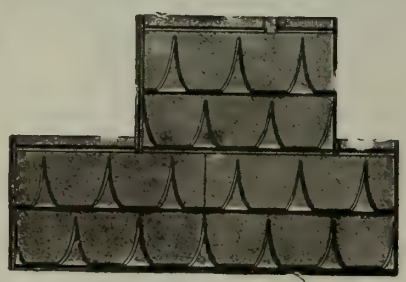
The materials are carefully selected and every piece is tested before leaving our works.

The GOODHUE stretches from 15 to 25 per cent. less than any other and will last longer.

Compare our belts with others—comparison will prove the GOODHUE Superiority.

Write for Prices.

J. L. GOODHUE & COMPANY, LIMITED.
DANVILLE, QUEBEC CANADA.



GROW, DEALERS! SPREAD OUT!

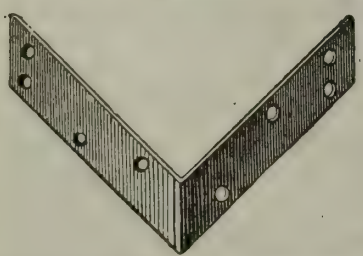
Put yourself in a position to take any kind of a roofing contract. With

"CROWN" PATENT STEEL SHINGLES

you have a better proposition than the slater can possibly offer. Get some (or all) of that business you've had to lose to him for so long. Get started to-day—right now, by writing for our catalogue and price lists. At the same time we'll send you our samples, charges prepaid. Write at once to

McFARLANE & DOUGLAS, Limited, *250-260 Slater Street,* ***Ottawa, Ont.***





PROFITABLE HARDWARE

for the Retailer is hardware that he can sell and which will so please the customer that he will demand more. That is exactly what our goods do; they please, and go on pleasing. Incidentally, they cost no more than inferior goods.

Write for catalogue

Cowan & Britton : Gananoque, Ont.



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, :: ONTARIO
WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

"AMPHIBIA"

WATERPROOF

THRESHER BELTING

When Belting gets wet it comes apart, if it's ordinary Belting, but not if it is **"AMPHIBIA"** Thresher Belting; that is just where **"AMPHIBIA"** is superior to other makes.

It is made from first-class oak leather, which is guaranteed waterproof and is so constructed as to resist every sort of dampness.

Since **"AMPHIBIA"** Thresher was first placed on the market many imitations have appeared, but there is only one belting which is genuinely damp resisting, the original

"AMPHIBIA" Thresher

When buying insist on the name **"AMPHIBIA."**

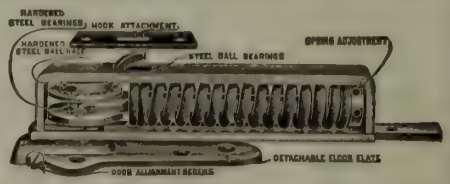
Write for Prices and Particulars.

Sadler & Haworth

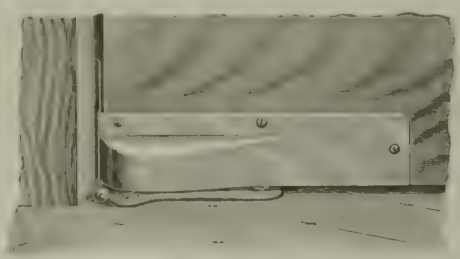
ESTABLISHED 1876

MONTREAL, 511 William St. TORONTO, 27 Melinda St.
ST JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.

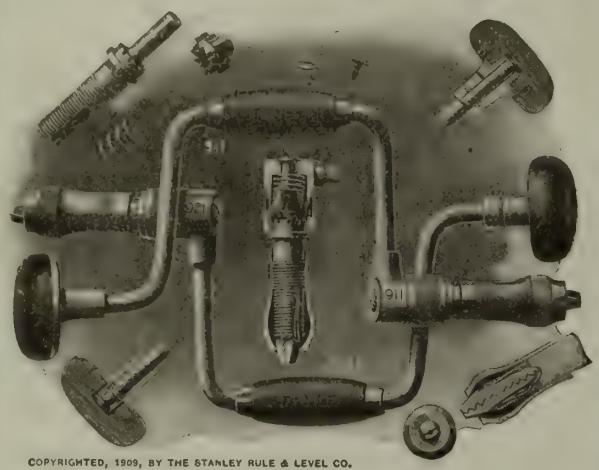
ASK US WHY



If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Send for Catalogue containing complete description.

Stanley Tools

Stanley Concealed Ratchet Bit Braces

Note Particularly.—The Cam Ring which governs the ratchet is in line with the Bit—a great advantage in working.

The Ratchet mechanism is completely **protected**, so that it is always free from dirt, grit and moisture, and retains oil for a long time.

In the clutch mechanism, **five teeth** are in engagement when working as a Ratchet, as against **one tooth** in other forms of Ratchet Braces.

They are highly nickeled and have Cocobolo Ball-bearing Heads and Cocobolo handles.

These Braces, together with many other varieties of Ratchet and Sleeve Braces, are now being made at our CANADIAN WORKS.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



The New Catalogue

tells all about Screws and Nuts made in the new Montreal Plant and carried in stock; also about special parts in brass, steel and iron made to your specifications.

Acme quality, price and deliveries will interest you. Send the sample or write for "Milled Products."

THE NATIONAL-ACME MFG. COMPANY.
CLEVELAND, OHIO. - - MONTREAL, QUE.

NEW YORK, 77 WHITE STREET. BOSTON, 141 MILK STREET.
CHICAGO, 549 WASHINGTON BLVD. DETROIT, 1222 MAJESTIC BLDG.,
ATLANTA, CANDLER BLDG.



Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used these will be always used. For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

There is a Nicholson-made File for every filing purpose



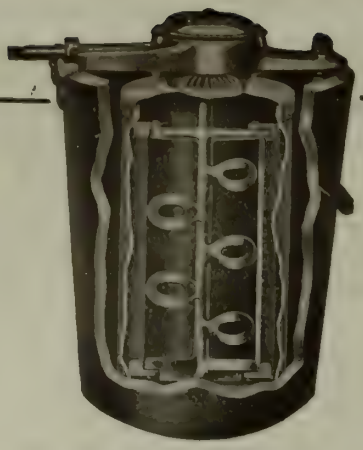
Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made files are:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.



THE REAL 3-MINUTE

ALASKA FREEZER

"The Freezer with the Aerating Spoon Dasher"

Any housewife who knows what an ALASKA Freezer will do, will buy an ALASKA Freezer, and no other.

The ALASKA Aerating Spoon Dasher has given a new meaning to ice-cream making in the home. It makes ice-cream that is a revelation in texture and delicacy.

The ALASKA freezes in THREE minutes.

It operates with about HALF the labor of other freezers.

The ALASKA Freezer is the easiest freezer to sell, because its selling points are irresistible.

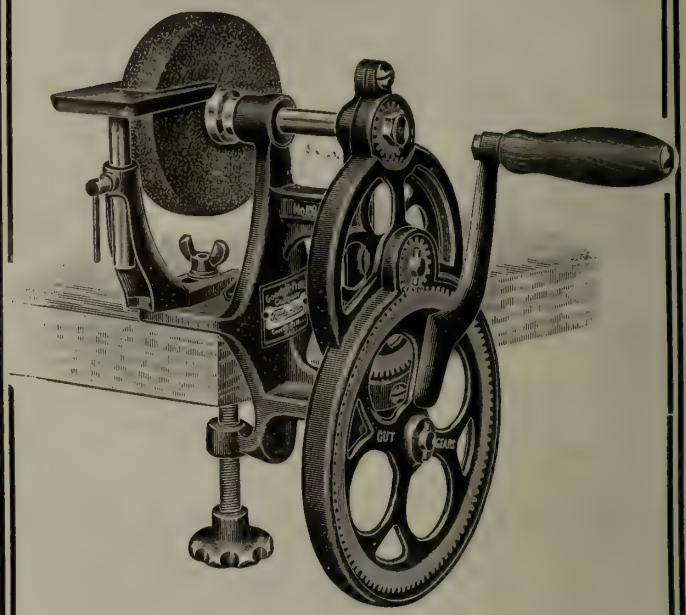
If you are not already selling ALASKA Freezers, write us to-day for illustrations and Prices.

THE SHEET METAL PRODUCTS CO.
OF CANADA, LIMITED

Montreal TORONTO Winnipeg



Goodell-Pratt's



BENCH GRINDERS

A Superior Grade of Workmanship.

HANDSOME FINISH and EXCELLENT DESIGNS

place our machines in a class by themselves.

Dealers will find that our Grinders show their "class" distinctly, and that customers readily pay the price for them.

Various designs are shown in our catalog, and you surely should have them in stock.

Goodell-Pratt Co.

Toolsmiths

GREENFIELD, MASS., U.S.A.



Digging Asphalt from Trinidad Lake and transporting it for Genasco Roofing

Our continuous national advertising is a big help to dealers in selling Genasco—no splash, no spurt, no meteoric effect; but a sensible, steady, educational campaign that convinces customers Genasco is the roofing they ought to have.

And the great big thing that backs up our advertising, increases your sales, and makes repeat-sales is Genasco quality.

Genasco

the Trinidad-Lake-Asphalt Roofing

is made of *natural* asphalt. This asphalt does not dry-out, crack, and go to pieces, because the oils are sealed in it by Nature, and they keep it full of life, give it exceptional weather-resisting qualities, and make it lastingly waterproof.

The Kant-leak Kleet is an additional argument for Genasco. It makes laps watertight without unsightly cement, and prevents nail-leaks.

Order Genasco from your jobber with the Kant-leak Kleets packed in the roll. Write us for full information.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK

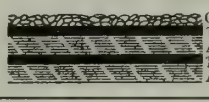
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Cross-section, Genasco Stone-surface Roofing



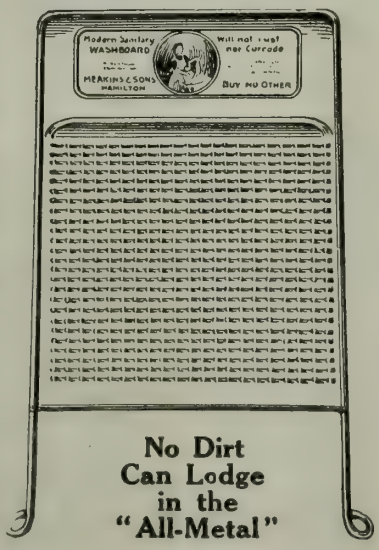
Gravel
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt

Caverhill, Learmont & Company,
Distributing Agents—Montreal, Winnipeg and Vancouver
D. H. Howden & Co., Ltd., 200 York St., London, Ont.

MEAKINS'
SANITARY WASHBOARDS

Have the qualities which recommend them to particular buyers.

These washboards are of **metal construction throughout** and have **no wood to warp and no nails to come loose or rough edges of zinc to cut hands.** They **cannot retain dirt** because each board is made **in one piece.**



No Dirt Can Lodge in the "All-Metal"

Send for Particulars and Prices to

Meakins & Sons, Hamilton, Ont.

Whenever you Want

To SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates, payable in advance:

2 cents per word first insertion
1 cent per word subsequent insertions
5 cents additional each insertion when box number is required.

For a few cents you can introduce your proposition to nearly everyone interested in the Canadian Hardware Trade.

Every Hardware Dealer

should carry Sebco Products in stock. We are creating a large demand by teaching mechanics and others the uses of the **Sebco Products.**

Our advertising is sending these people to your store for Expansion Bolts. We want every Hardware Dealer to co-operate with us. It means more business and more profit for each of us.

Send for our special 90 day offer and see how easy and profitable it is for you to supply the demand.







Star Expansion Bolt Company

147-149 Cedar St., CAT. DEPT. No. 36, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can., W. T. McArthur & Co., Vancouver, B.C.

LEAD
SASH
WEIGHTS

SHEET
LEAD

PIG
LEAD



OUR NEW FACTORY

WIRE
SOLDER

BAR
SOLDER

BABBITT
METALS

INGOT
COPPER

TIN, ETC.

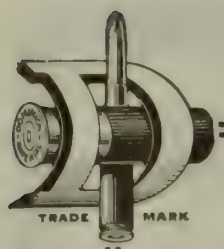
Equipped with the most Modern Machinery. Utmost Care in the Selection of Raw Material combined with Many Years' Experience

Makes it no idle boast that we have reached

The Highest Standard of Manufacturing Efficiency.

Hardwaremen know we manufacture GOOD GOODS. *WRITE FOR PRICES.*

THE CANADA METAL CO., LIMITED, Fraser Avenue, TORONTO





DOMINION

Shot Shells

95% WON 95%



Simon Glover, shooting our Imperial Shell and a regular factory stock trap load of 3 dr. Dupont 1¼ ozs. 7½ chilled shot, won high professional average at

Dominion Tournament

held at Belleville, August 1, 2, 1911. Mr. Glover broke 333 out of 350 birds shot at, and made this remarkable high score from the 20 yard mark, with the exception of the first 100, which was at 17 yards.

Proof Positive of Unexcelled Quality

CATALOGUE SENT UPON REQUEST.

Dominion Cartridge Co., Limited

MONTREAL - - - CANADA





REMINGTON UMC

TRADE MARK

RIFLE AND PISTOL CARTRIDGES

For One-Shot Kills



For small game, big game, target or protection in any make of gun under all weather conditions.

The uniform ignition due to the perfection of the famous Remington-UMC primer, makes for sure fire, accuracy and penetration.

In Remington-UMC big game cartridges, perfect combustion, accurate gauging, guarantee uniform flight in long range shots.

Order now through your jobber.

Our extensive advertising insures your sales.

Remington-UMC THE PERFECT SHOOTING COMBINATION

Remington Arms-Union Metallic Cartridge Co.

299 Broadway, - - - New York City

Clearing Out What is Left of Summer Stock

Reasons Why an Effort Should be Made Now to Escape Carrying Goods Over Until Next Summer—The Methods Adopted by a Maritime Firm—Making Room For a Suitable Stove Display.

Many eminently successful hardware dealers credit the growth of their business to the fact that they have always striven to keep their store clear of goods which were not selling sufficiently fast to make the line worth handling at certain seasons. "If a certain line is not selling well, I take some steps to hurry it along," said a Western Ontario hardwareman to the writer recently. "I hold a special sale, offer a discount, or do something calculated to sell the goods, even if I have to do so at a smaller margin of profit than I usually aim to get. It is better to do that than to allow the goods to become shopworn. If I am not able to sell them that way I get out of that line as soon as I possibly can."

To follow out this policy, it is necessary to provide against carrying stock, which is purely seasonable, all the year around. No dealer cares to carry a supply of skates through the summer, for instance. Not only do they take up space which is needed for something else but there is a possibility that the goods will lose their new look before the time comes around again when skates will be in demand. In such a case, it becomes necessary to sell them at a considerable reduction. To avoid this contingency, many dealers hold clearing out sales before the winter is over, adopting every means to get the stock reduced down to the minimum before it is too late.

It is a good rule to clear out seasonable goods before the demand for them dies out entirely, and the clearing sale has, consequently become a fairly regular event in many well-conducted stores. The present time presents an opportunity along this line, which the progressive dealer should not neglect. The hardware store to-day still contains, in a majority of cases, a more or less large assortment of goods which are purely and simply for summer use—refrigerators, ice cream freezers, screen doors and windows, hammocks, lawn mowers, hose, etc. It is morally certain that the enquiries for articles of this description after August is over will be few and far between. On the other hand the goods take up a lot of space. The season is not so far gone, however, that it would not be possible to clear out the stock if the matter were taken up in the right way.

Holding Discount Sale.

The McLeod Hardware Co., 303 Charlotte street, Sydney, C.B., have conducted an "August discount sale" this year with considerable success. Starting at the first of the month they offered a fairly substantial reduction in the price of all goods in the store of a seasonable variety, advertising the fact to good advantage. A sample of their newspaper advertisements has come to hand. It reads as follows:

AUGUST DISCOUNT SALE.

All summer goods must be sold now. Surplus stock of all lines to be cleared. Bargains await you here.

20 Per Cent. Off.

Hammocks, ice cream freezers, lawn mowers. All enamelled ware.

Reduced 10 Per Cent.

Table and kitchen cutlery and silverware. We carry the biggest and most complete assortment of these goods in Cape Breton. We challenge any store in Canada to beat our values. We give 10 per cent. discount during all of August.

Although it does occupy very large space, this ad. is well laid out, is illustrated with a cut and can fairly be classed as a sales-making advertisement.

The efforts of the McLeod Hardware Co. along this line, have been quite successful. They have experienced a heavy demand all through the present month for the lines mentioned and will probably be pretty well closed out by the time the summer is over.

Making Room for Stoves.

An additional reason for closing out strictly summer goods about this time of year is the necessity, which confronts the hardwareman, of getting space for his stove stock. "Stove time" is now close at hand and an adjunct to a successful campaign is the proper display of the stock. It is not possible to shove the stoves in one corner of the store during the fall and sell them as fast as the season warrants. They must be given a certain amount of prominence. A section of the store well to the front should be given over to the display of stoves, even if it necessitates putting certain other lines in the background temporarily.

At this crisis, an accumulation of summer goods, some of which, such as refrigerators and screen doors, are of a bulky nature, will be found particularly in the road. If these goods could be sold out, it would clear the way nicely for the stove campaign.

One Man's Method.

Last fall the writer dropped into a hardware store and found that the front of the establishment had been given over pretty largely to goods which seemed rather out of season. There were refrigerators, lawn mowers, hammocks, hose, screen doors and a dozen other articles of much the same nature. Some of the better and less bulky articles was shown in the window at the same time, the display proving an attractive one.

"I am going to clear all these goods out," explained the proprietor, "and, if they keep going as at present, they will all be gone by the first part of next month.

"As soon as I get this stock off my hands," he continued, "I am going to use that space for my stoves. I believe in displaying goods just as prominently as I possibly can. If it wasn't for the weather, the law and the danger of blocking up the entrance and the windows, I would put any goods that I particularly wanted to sell right out on the sidewalk."

The reasons for endeavoring to escape the carrying over of a heavy summer stock are so obvious that it would pay hardwaremen generally to adopt the idea of an August clearing sale. The question of offering a special price inducement must be settled by each dealer for himself. While it is not deemed good merchandising to "slaughter" prices, there are many who hold that it is better to sell at a small reduction than to hold and perhaps ultimately suffer a complete loss on goods which become unsalable.

The best measures to adopt in pushing the sale are advertising and a suitable display of the goods. Live methods along these lines will effect sales whether the price has been reduced or not.

Getting Results in Gun Selling

Shooting Season is at Hand—Window Displays With Touches of Nature Attract Hunters—It is Important to Know the Goods—How to Interest Prospects in Guns.

The fall shooting and hunting season affords an opportunity of arranging an attractive window display. The writer remembers one window that was about as simple as could be imagined. The harwdare man had a good assortment of guns and instead of preparing an elaborate display he simply had the names of each different type of gun printed on cards and placed them with one of each respective type in the window. It was something of an educational window. The old veteran cast an interested glance and the young man who had yet to buy his gun was glad of the opportunity of learning the various names and the characteristics of the types.

More Elaborate Displays.

But the average window trimmer sets his brain to work out a more elaborate display. If it is prior to the duck shooting season he perhaps provides a miniature lake on which decoys are floating. Touches of nature are found on every hand and he likely uses a cardboard stand issued by manufacturing houses representing a man shooting. And so it goes. Windows of this kind never fail to prove attractive if they are not spoiled by some grotesque, wild-looking figure to represent a man, or by some other detail that has been overdone.

Know Your Goods.

A recent article dealing with this subject called attention to the fact that the genuine sportsman of experience knows that the shooting quality of a gun is found in the barrels, and when he is buying it is to these he gives the greatest consideration. To others you may talk lock, drop, hang, balance and the like, and skimp the barrels, but the old-timer insists on the barrels first, with the other good qualities thrown in.

It stands to reason, therefore, that the dealer should know gun barrels; actually know enough about them to talk about them intelligently to his prospective customers. It is an established fact that when one is able to talk to his customers with confidence about the merits of his goods, it will in turn inspire the customer's confidence, the confidence that helps create a sale. He gives you credit for knowing what you are talking about, and that is half the battle.

Do You Know the Answers?

Every man who hunts knows a Damascus steel barrel when he sees it, but very few of them know how such a barrel is made. Nor do very many of them know a three stripe from a two stripe. So it is sure to interest the man who does not know to tell him about the welding together of the alternate strips of steel and iron into the solid bar; how this bar is rolled out to a square rod, heated a bright red, and twisted until it looks like a long, fine-threaded screw; how three of these are welded once more into another bar; again rolled out into long strips; coiled spirally around a long mandrel and again welded. How they are turned down to shape, bored, finished and browned. Everything about a gun is interesting to the man who is thinking of buying one, and there is not a normally constituted man living but is thinking of buying a gun sometime.

It will interest any man when you explain to him that a 12-gauge gun is so called because 12 balls of drop lead, each of which will exactly fit the chamber of a 12-gauge barrel, will weigh precisely one pound. How many of them know that the axes of the two barrels are not exactly parallel, but are so adjusted that the charges will cross each other at about forty yards from the muzzle? Another point is the choke, in which the aim is to make a choke that will hold the shot in a compact, uniform pattern and to keep them from stringing out as well.

The various kinds of steel used in barrels will make interesting talking matter. Damascus, twist, laminated, fluid, and the other steels all have their peculiar manufacturing processes, some of them secret, but most of which can be procured in some standard work on gun-making. The action of different kinds of powder on different barrels, the respective values of these powders, are all points that it is well to be posted on.

In fact, the man in charge of the gun department must know something about guns to secure the best results in salesmanship. During the next few months there should be a large number of guns put in the hands of users, and in the selling of these it is to be hoped that the clerks who make the sales will exercise that ability which comes from a knowledge of guns and the fine points in details.

Good Season for Metal Ceiling Trade

Fall Offers Good Opportunity for Energetic Dealer — There are Prospects in Every Town—Aim to Become Steel Ceiling Specialist—Every Well Erected Ceiling is Standing Advertisement.

A much debated subject at conventions of retail hardwaremen is "How many times should a hardwareman turn over his stock in a year?"

The answer generally given to this question is that the turnover in a hardware store should be from three to four times the amount of stock usually on hand. Some dealers state that they consider it impossible to turn over their stock more than three times at most, but many others have solved the problem of a large turnover on a limited stock. It is to push the sale of goods that need not enter into stock at all.

Metal ceilings fall under this head, and they are a most attractive line for a hardwareman to sell. Moreover, the approaching fall season will offer the best opportunities of the year for securing contracts of this kind.

There is a small town in one of the Western States, where a hardwareman some years ago, made up his mind to become the metal ceiling expert of the place. He secured the agency for a good manufacturing firm, and started in. He didn't carry any stock, so that he was not required to invest any capital in the line.

But he did invest his energy. He went after business in the most approved style, commencing by making a list of probable customers for metal ceilings. The first class he tackled were his fellow merchants, and those who had specially disreputable appearing store interiors, were the recipients of his earliest attentions.

At first, orders were rather hard picking. In fact, some of the storekeepers rather resented the suggestion from a fellow-merchant, that their premises were not modern. But the dealer showed his sincerity by installing a fine metal ceiling in his own store and, before long, the contracts began to come in. By keeping after his prospects and by giving them a good job when he finally secured their orders, he succeeded to such an extent that, today, there is not a store in the town which is not finished with a metal ceiling.

Extending his operations beyond the main street, this dealer was soon se-

curing contracts for metal ceilings in churches, schools and public and private buildings of every description. He has long been recognized as the metal ceiling expert of the town, and this side line, which costs him nothing to carry, is adding materially to his annual turnover.

There is room in every Canadian town for a live hardwareman of this type. Although the manufacture of steel ceilings has reached a high state of perfection in this country, the material is not being used to anything like the extent it will be within a few short years. In fact, the marketing of steel ceiling is still in its infancy, considering the vast possibilities of the industry. The time is opportune for hardwaremen to get this business going their way. A specialty now, this line will in the future become a staple, and the orders will come to those who get out after them while the business is young, and who show that they not only want the contracts, but are prepared to look after them properly.

BUILDING PERMITS FOR JULY.

A study of building permits in the principal Canadian cities, affords a good means of keeping in touch with the country's progress. Although 1910 was a year of great achievement in the building trade, this year's figures have steadily surpassed the record of a year ago, and the total for seven months ending July 31st show an increase all around for the principal cities of 28 per cent.

The building permits for July, reported from 29 cities to The Financial Post, are as as follows :

BUILDING PERMITS FOR JULY.

(29 Cities)

City	1911	1910	Increase	%
Brandon	$ 132,230	$ 19,960	$ 112,270	562.4
Brantford	76,287	61,825	14,462	23.4
Calgary ..	817,980	520,098	297,882	57.2
Edmonton	474,909	460,066	14,843	3.2
Ft William	225,175	156,200	68,975	44.1
Guelph	28,695	7,250	21,445	295.8
Halifax ...	43,350	65,150	*21,800	33.4
Hamilton .	285,500	268,500	17,000	6.3
Kingston ..	36,151	35,818	333	0.9
London	93,726	37,700	56,026	148.6
Lethbridge	56,120	84,520	*28,400	33.6
Moose Jaw	309,850	81,200	228,650	281.5
Medicine Hat	85,275	24,300	60,975	250.9
Montreal .	1,057,761	3,385,360	*2,327,599	68.7
Ottawa ..	262,575	202,500	60,075	29.6
Peterboro' .	24,340	30,725	*6,385	20.7
Prince Albert	79,225	40,100	39,125	97.5
Port Arthur	31,500	174,475	*142,975	81.9
Regina	602,115	305,030	297,085	97.3
Saskatoon	629,125	147,275	481,850	327.1
Sydney ...	126,860	45,161	81,699	180.9
Stratford ..	10,032	16,000	*5,968	37.3
St. John ...	28,300	77,100	*48,800	63.2
St. Thomas	19,500	21,500	*2,000	9.3
Toronto ..	2,786,520	1,953,285	833,235	42.6
Vancouver .	1,108,378	639,530	468,848	73.3
Victoria .	335,375	222,290	113,085	50.8
Windsor ...	43,640	37,950	5,690	14.9
Winnipeg .	2,787,100	1,065,600	1,721,500	161.5
Total ..	$12,597,594	$10,186,468	$2,411,126	23.7

New Westminister, B.C.	124,000
Owen Sound	62,575
North Vancouver, B.C.	196,415
Nanaimo, B.C.	22,675

*Decrease.

A net increase of 23½ per cent. for the month of July is especially gratifying when it is observed that eight of the foregoing cities register a decline, Montreal to the extent of $2,327,599, or nearly 69 per cent. below July record in 1910. Port Arthur, too, has remained steadily under the 1910 record this month, showing about 82 per cent. All of the other losses are by cities situated in the East, with the exception of Lethbridge, Alta., where labor troubles have been impeding progress for some little time.

In actual increase, Winnipeg is in first place, Toronto second, Saskatoon third and Vancouver fourth, Calgary and Regina almost tying for fifth place, with Moose Jaw following in sixth place.

GETTING READY FOR SEPTEMBER SPORTING GOODS SALE.

St. John, N.B.—The early closing situation remains unchanged, although the discussion of the subject seems to be dying out, and the people in general losing interest. A further adjournment was made this week in the police court in the cases before the magistrate, and pending the result of the test cases, some of the dealers are remaining closed, while a few keep their stores open for a short time after 7 p.m., the hour named for closing in the by-law. Local dealers are of the opinion that a definite understanding should be arrived at as soon as possible. Some of the dealers who have shops more in the residential section say they have lost large sums through having to close early, while others regard the law as being beneficial.

In anticipation of a prosperous season in fall sporting goods, local dealers are preparing to feature very soon articles of interest to the September huntsman and fisherman. From enquiries already made a local dealer in hardware said this week, he believed that his sporting goods department would have a busy fall season and that it would commence probably earlier than in other years. Expectations were that a large number of visiting sportsmen would come to St. John in passing through to the forests and streams of New Brunswick, and that many of them would buy their supplies in this city.

The city of Fredericton benefits largely from this source of trade, practically as much as does St. John, and the same may be said of the merchants of that city in regards to their expectations in fall sporting supplies. Although it may be considered rather premature to talk of fall hunting goods at present, a local dealer said recently that it was "always well to be prepared," and as business in some lines had shown a slight decrease of late, he was planning on "boosting" as much as possible the sale of tents, rifles, fishing tackle, hunting baskets, and other articles of value to the fall sportsman. And, he added, "I don't think I am making any mistake."

It is said by several hardware merchants in St. John that not for many years has the sale of refrigerators been so markedly good as has been the case this year. The small refrigerator was in great demand, and one dealer told your correspondent that he had had considerable difficulty in filling all his orders, having to buy from other local firms. The rush is now over, but he said he would not be caught napping again.

SPECIALIZING ON A STEEL RANGE.

Montreal.—The $45 steel range is the most popular line carried by M. Robert & Cie., retail stove dealers, Mount Royal Ave., Montreal. By popular is meant the best seller, of course. Among the large and well assorted stock there are some high priced stoves that attract a certain class of trade and on the other hand there is what might be called a cheap line, but for a dependable stove that will meet the demands of the average buyer the $45 steel range has proved its worthiness in the instance referred to.

M. Robert is a young French Canadian hardwareman who specializes on stoves. He has ventured into business for himself and has chosen a comparatively newly settled district for his initial activities. This is his first year as a proprietor and with the city extending rapidly in his neighborhood he anticipates a successful business. When he opened his store he had about thirty stoves on display but he soon found it necessary to increase his stock and now regularly carries from 60 to 70 stoves.

One result of having such an extensive stock, he believes, is the possibility of comparing other stoves with one particular kind for which the customer has shown a preference which Mr. Robert would like to sell her. The good points of the one stand out more prominently when compared with another that does not possess them.

The salesman may begin with the plan of selling a particular stove which he gradually leads up to or he may have several styles that he thinks may appeal to the purchaser. In any case it seems to create confidence to be able to show a customer a variety of types. A good impression is created and the customer should go away with the feeling that she had seen practically all that was to be offered in stoves.

HARDWARE AND METAL

(ESTABLISHED 1888)

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TENSION IN THE WEST.

Only those who live in the West or whose business connections enable them to feel the Western pulse, can realize the tension that has existed there during the past few weeks and will continue until the wheat crop is safely harvested. This pre-harvest tension has become an annual occurrence in the West but it has been intensified this year by weather conditions that have given prospect of an enormous increase in the yield but have increased also the danger of damage through frost.

During the growing season frequent rains are needed to fill out the grain. This year there has been an abundance of rain throughout the West and the heads of wheat are unusually large. A Saskatchewan farmer remarked to Hardware and Metal, "that if the farmers of the West had the control of the rain taps they could not have turned on the water at more opportune times. But these opportune rains have retarded the ripening of the grain for which the warm rays of the sun are necessary. Consequently the harvest will be from one to three weeks later this year than usual and the danger of damage through frost proportionately greater.

The Western farmer does not welcome frost at any time during the summer, but he is particularly anxious that it should not come while the grain is in the blossom. If it does, the crop is not worth cutting. So during the past few weeks, while the grain was approaching that degree of maturity when it would pass out of the blossom, the tension has been intense because of the fear that through the lateness of the season the frost would strike the maturing grain and wipe out in a night a yield that promised to be much the greatest in the history of the West. The two or three nights of last week when the moon was at its full were particularly anxious ones for the Western farmer because the danger of frost is greater at full moon than at any other time. The temperature dropped several degrees during that period but no harm was done and by the end of this week the danger of serious damage from frost will be over, for practically all of the crop will then have reached the stage when frost (unless it be unprecedentedly severe) will cause but little injury.

The past week has produced the hot spell for which the West has been waiting. Reports state that the heat has been so great that the grain has rapidly ripened, and harvesting will soon commence. Thus, it would seem that all danger of a serious crop failure is past. The tension remains, however, for the possibility of a tremendous crop has completely fascinated the West, and everybody will be in a fever of expectancy until the binders and threshing machines are actually at work. Then, should present hopes be realized, the West will give way to a feeling of wild joy which cannot be censured, when the extreme tension that has held the Prairie Provinces for so many weeks is considered.

When this great crop is harvested and marketed, as now seems more than probable, millions of dollars will pour into the West. Business will be stimulated to a marvellous extent. Foundations will be deeply laid for the permanent prosperity of the Prairies, if wise counsels prevail. Merchants should see that everyone who profits from the crops shall liquidate his debts before assuming any new obligations. A refusal to be stampeded into an insane boom will mean much to the West this fall.

FALL SPECIAL NEXT WEEK.

Next week's issue of Hardware and Metal will be the Special Fall Number, and we have little hesitation in saying that it will contain more features of value to our readers, than any other number we have ever published.

Special attention will be paid to Stove Retailing and to Western Canada, both of which are topics of the greatest interest to hardwaremen, at this season of the year. The opening of the Fall Stove Campaign is at hand and readers will be glad of the hints given in this special number for buying, displaying, and selling stoves. The methods of several successful stove dealers will be described, and there is scarcely a hardwareman who will not derive benefit from a study of these methods.

The maturing and harvesting of the greatest crop in Canada's history, have focussed the eyes of the business world upon the Western Provinces at this time. Especially timely, therefore, will be Hardware and Metal's articles on Western subjects.

Hardwaremen in all parts of Canada are gaining their full share of profit from Canada's expansion, and many dealers are, at the present time, making up their minds to build new stores, or extend their old ones. The illustrated descriptions of several new Canadian hardware stores, will be intensely interesting to all such, and, indeed to all our readers generally.

Another feature of this number will be a full report of the Maritime Board of Trade annual meeting, written by a staff correspondent, and copiously illustrated. Other valuable articles are in course of preparation, and we have every reason to believe that Hardware and Metal's Special Fall Number will create a new record of excellence in Canadian hardware journalism.

The special cover will be in keeping with the contents. It has been designed by C. W. Jeffreys, one of the leading Canadian artists. It will be printed in four colors.

The printing, binding and mailing of so large a number will consume considerable time, and, though every effort is being made to get the issue out on time, there may be some unexpected delay which will prevent some of our readers receiving their copies on time. If such should be the case, they will understand, from this explanation, the cause of the delay.

HOW ENGLAND'S STRIKE AFFECTS US.

The fact that twenty-five thousand troops have been called out to prevent violence on the part of the striking shippers in England, gives a vivid idea of the extent to which this disaffection has spread in the old land. There are, however, few in the hardware trade who realize how this strike, which has paralyzed business in England, will affect business on this side, and indeed, is already affecting it.

Already shipping has been completely tied up for a considerable time, and, although some few steamers have managed to leave English ports, they have sailed, for the most part, without cargoes, owing to the impossibility of securing help to load them.

As a natural result, merchants who are expecting shipments from England will have to wait indefinitely for them, as there is still no assurance, that the end of the strike is at hand.

There are two commodities of interest to the hardware trade in which this delay may prove serious. They are, tin and lead. For months, buyers of both these metals have been purchasing in very small quantities—barely sufficient, indeed, to keep them going. Both metals have been in the hands of strong syndicates who have forced the price to such high levels that consumers thought it couldn't last, and they have held back their large specifications in expectation of a drop. Stocks are therefore much lighter than usual—in fact, they are purely nominal.

In view of the actual need of both tin and lead, among Canadian consumers, the strike situation is one that must cause alarm in the trade, if it should continue much longer. Even now, the difference between London and New York prices on tin is twenty times what it should normally be.

So far as lead is concerned, the domestic supply has been shut off for some time, owing to strikes in the Western Canada coal mines, and buyers have been forced to import for their requirements. The situation is thus doubly complicated by the shipping strike which prevents shipment of lead from England. Lead consumers are between the upper millstone of an English shipping strike, and the nether millstone of a Canadian mining strike.

WHY MIXED PAINTS HAVE NOT DECLINED.

If there is one market that hardwaremen follow religiously, it is the linseed oil market. Fluctuations are so numerous that it is imperative for all buyers of this commodity to keep thoroughly posted on its vagaries, if they wish to avoid being caught in a squeeze.

This year has furnished plenty of excitement in linseed oil, and, in some respects, the ruling conditions have favored the dealer. The abnormally high prices which linseed commanded early in the spring drove many painters to the use of prepared paint, which did not advance in anything like the same ratio as linseed oil. The dealer profited by this fact without stopping to enquire why the price was so favorable, and his sales of mixed paints acquired record proportions.

But now there is a condition which a good many dealers appear unable to understand. Linseed oil is quoted about twenty cents per gallon lower than it was in the spring, yet the price of prepared paints remains unaltered. The buyer is asking the manufacturer why it is that he cannot sell his paints any cheaper when linseed oil is low, than when it is high.

There is no reason, however, to go far afield for an explanation. Paint manufacturers buy linseed oil in such quantities that they require to follow the market even more closely than the dealer. When they saw, last fall, that the crop scarcity would inevitably force prices higher they lost no time in placing their contracts for 1911 consumption, at the favorable prices then ruling. Consequently, the oil that was used in making the paint marketed in the spring did not cost manufacturers any more than the supplies they are at present buying.

It is the desire of every manufacturer to keep prices on mixed paints as steady as possible. They accordingly exercise the greatest foresight in buying, so that they will be prepared for all exigencies, and will be able to avoid making any mid-season changes in the prices of their product.

POINTED EDITORIALS.

Pay what you owe promptly and see that those who owe you do the same.

* * *

Paint, Patriotism and Property Preservation—How's that for a fall paint slogan?

* * *

Business is reported to be a little dull. Well, it is to be expected at this time of year.

* * *

Every hardware dealer and clerk should make it a point to read next week's special fall number very carefully.

* * *

W. G. Weichel, Mayor of Waterloo, is to run for Parliament. We trust there is no significance in the name of the place.

* * *

The increase on the turpentine market at Savannah can probably be traced to manipulation. It is hard to see any other cause.

* * *

The progressive dealer will soon be making the necessary arrangements to have his store stock brought prominently to the fore very shortly.

* * *

The Stove Selling Contest for Clerks closes next Wednesday at 1 p.m. Full particulars are given in Hardware and Metal, issue of August 5th.

* * *

Screen doors and windows do not sell very briskly during the winter time. Ergo, sell out your stock now by holding a clearance sale of all strictly summer goods.

* * *

The weather of the past week has suggested anything but stoves. Nevertheless the stove season is just a few weeks away and the fall campaign should be planned without loss or delay.

* * *

Those fellows who engineered the corner in tin, must have been born lucky. The latest thing to favor them is the shipping strike in England, which prevents new supplies from being delivered.

* * *

Hardware and Metal's series of show card articles are attracting the attention of ambitious clerks. The art of card writing is a good aid to advancement in these days of modern retailing methods.

* * *

"We are selling no revolvers," is the report received at Toronto jobbing houses. Is it not time that this fiasco ended? The Government should do something to relieve the situation created by the recent Offensive Weapons Act.

* * *

Apropos of Fred Stork's recent tour, mention of which will be found in another column, it is stated that when Mr. Stork was in business in Fernie, the only opposition store was run by a Mr. Quail. Both did business with a bank, the manager of which boasted the distinctive name of Mr. Bird.



By "Mack."

When I read in the papers recently the prediction that intensive farming principles applied to our Ontario land would stimulate production to such an extent that the prestige of the province would be maintained against her younger western rival, I saw in imagination a similarity of conditions in the retail business, hardware and others, in the country towns and smaller cities.

I think it will pass unquestioned if I say that the capital city of this province is attracting business in a constantly increasing volume, and inversely the rural merchants are experiencing a restriction of trade in their own territory. Now is there a remedy for this dislocation of the limbs of trade? I think there is one and it should perhaps be a union of the intensive with the defensive plan of campaign.

Every store in the province has customers, of course, and they should be attended to and cultivated in such a manner that when a desire develops into demand for goods instantaneously the supply of that want is mentally coupled with your store. If every parcel of goods sent out from the provincial stores contains besides the purchases made by the customers, the marks of intelligent care and precision even to the smallest detail, equalling the very neat work of the mail departments of the catalogue firms, the education of your home trade in the ability to serve which you possess, may be said to have begun.

* * * *

One has often met with the phrase "High cost of living," in the press during the past few years. It is frequently given as one of the reasons for advancing prices in various products and when the workers of the country in any branch of industry believe it is fair to demand a higher level of wages, the higher standard of living expenses is used as the chief argument. In almost all the accounts we see printed regarding the unrest existing in civil service circles or in labor unions reference is made to the fact that good salaries of a decade ago are considered meagre in the light of modern conditions.

There is one class of high grade service which apparently does not join in this agitation for higher remuneration. I refer to the hardware commercial traveler. It will scarcely be said that he can accomplish the daily series of events which we describe as living, for less expense than others in less complicated callings, and yet it will be difficult to deny the affirmation that salaries remain practically at the point maintained in the early 90s of last century.

This conclusion is reached from my own observation and experience which I intend to relate. A few weeks or may be months have passed since I received a letter from one of our better group of wholesale hardware concerns, containing an invitation to visit their warehouse and offering an opportunity to re-assume commercial activity as one of their travelers. It was known that before entering retail hardware circles I had acquired a knowledge of this branch of the hardware business and an acquaintance with the territory over which it was desired to send a traveler. The salary and expenses were the ordinary figures, very good return for certain services, but no more than the common sum which prevailed many years back for similar work. The deduction to be made from this evidence is that our hardware drummer is contented or that he is awaiting an opportunity, which in present times need not be long in appearing, to become a competitor for business on his own score.

This essay is not designed to be a brief for the hardwareman's cause. A class so intelligent and resourceful may reasonably be allowed to plead their own. Nevertheless it seemed to me to be worthy of notice that the science of properly representing important wholesale hardware firms is not more remunerative. The obstructions in the path of the traveler aspiring to success are numerous, and to meet them and not go down to failure, demands a blend of many high qualities. Many houses would perhaps dispute the contention that one of the most valuable assets a wholesale firm possesses is a staff of intellectually alert and agressive road salesmen whose efficiency is not impaired by anxiety over financial problems. In his approach to the situation of a refractory customer who has a real or fancied grievance against the house, a traveler may be able to placate him much more readily if his own mind is free from similar symptoms.

MACK.

Twenty Years Ago
In the Canadian Hardware Trade

The following items are taken from Hardware and Metal issue of August 22, 1891:

"The stove trade is now like a vessel without a chart, and may be said to be 'going it blindly,' if its course be compared with that of past years. The policy of each manufacturer seems not to be to extend his trade, but to hold the custom he has already attached. Consequently, dealers who write for prices are not usually answered with quotations. Catalogues are sent, attended by the statement that business will be done on the most favorable basis. This wary policy is intended to prevent that competition in cutting which the dealer can promote, when he has one man's prices to shove in the teeth of another. The gas stove trade has been a much larger one this summer than last. One house sold nearly twice as many."

Editor's Note: In these days of Canada's expansion, it would be hard to find a stove manufacturer who would be satisfied without extending his trade. The growth of the Canadian stove business within the past twenty years has been a most remarkable one.

Jas. McCurdy, Lanark, Ont., has sold his tinshop and tools to Peter White, who intends to start a business in this line at once.

Editor's Note.—Peter White has contined in business at Lanark ever since he purchased Mr. McCurdy's business twenty years ago.

Hardware Letter Box

Elbow Patterns.

J. H. Barrett, Ayr, Ont.—"Please advise me where I can get elbow patterns from 1 to 40 inches, and the price of same."

We do not know where these patterns can be procured unless from some practical tinsmith or sheet metal draftsman. So far as we know, there is no firm marketing patterns of this description.—Editor.

Dustbane.

Vokes Hardware Co., Toronto.—"Can you tell us where we can procure Dustbane."

Dustbane Manufacturing Co., Ottawa. —Editor.

TO ENFORCE LAW.

The Ontario Department of Provincial Police have issued a statement, calling attention to sub-sections 1 and 2 of section 118 of the Criminal Code, which deal with the carrying of dangerous weapons. The law is to be enforced closely hereafter.

"Everyone is guilty of an offence and liable on summary conviction to a penalty not exceeding $25 and not less than $5 or to imprisonment for one month," section 118 states, "who not being a justice or public officer or soldier, or sailor or volunteer in his Majesty's service on duty, or a constable or other peace officer, and not having a certificate of exemption from the operation of this section as hereinafter provided for, and not having at the time reasonable cause to fear an assault or other injury to person, family or property, has upon his person a pistol or air-gun elsewhere than in his own dwelling house, shop, warehouse or counting-house (?), a sufficient cause being shown upon oath to satisfaction of a justice, he may grant to any applicant therefor not under age of sixteen years and as to whose discretion and character he is satisfied by evidence upon oath a certificate of exemption from the operation of this section for such periods not exceeding twelve months as he deems fit."

POSSIBILITIES IN TOOL GRINDING MACHINES.

C. J. Luther, president of the Luther Grinder Mfg. Co., Milwaukee, says that he has proven that nine out of ten dealers do not come within gunshot of making their business as profitable as possible.

"My own experience," says he, "has demonstrated that the average dealer makes only one sale where if he followed the right method and had the proper kind of backing from the manufacturers, he could multiply his sales. Everybody needs sharp tools; the mechanic, factory, carpenter, contractor, farmer; in fact everybody everywhere. Yet the average local dealer until quite recently at any rate, was satisfied to sell a few sharpening devices a year. Considering the real need for keen tools, this was no business at all. We very soon discovered that special mechanical features resulted in four or five times the sales the dealer had made with ordinary sharpening devices. This set us thinking in the right direction. We projected a system of co-operative selling methods with the dealer, and the final result shows that previous to handling the Luther line the local dealers did not come anywhere near making the sales that were really waiting for them, had they offered the right sharpening device in the right way."

Although this company now does a tremendous business, Mr. Luther says he does not believe that they are doing anywhere near the business that will be possible when dealers generally wake up to the sales possibilities of the tool grinders.

CONTINUED CONSERVATISM IN RAILROAD PURCHASES.

New York, Aug. 17.—The Iron Age says to-day: Buyers of iron and steel are rather more hesitant in view of late developments. The Government crop report for August 1, with due allowance for some betterment since it was made up, points to continued conservatism in railroad purchases; and, while the iron market and the securities market are often at variance, the recent course of the latter has made consumers cautious. It is to be said, on the other hand, that for a good many months the steel mills have been sending their products directly into consumption. That so great a scale of operations has been supported almost entirely on wear and tear demand is no mean argument against any important recession.

The conclusion has been hastily drawn in some quarters that the Steel Corporation's ingot production, now about 77 per cent. of capacity, is a gauge of the entire industry. Counting 15 per cent. of the Coroporation's product as exports, would give a 66 per cent. operation for the home trade, and that is probably close to the present average of the independent steel companies, whose exports are almost negligible.

On the whole, prices of finished products are not weaker, but in bars alone are they firmer. The situation is one in which deeper cuts might come if there were any good contracting for extended delivery. As long as consumers buy sparingly they will keep price changes within narrow limits.

There are better reports of rail and car buying. The Oregon Short Line has taken 20,400 tons, the Wichita Falls Railroad, 10,000 tons, and the Wabash 2,500 tons—all Bessemer rails, to be rolled in the Chicago district. Japan has placed 4,200 tons of rails in this country and Argentina is out for a large lot. The Erie Railroad has divided 4,000 freight cars among three companies and is to close this week for 60 locomotives. The Frisco System has bought 1,200 cars.

The prospect of considerable vessel building, even though some of it is not immediate, has encouraged the plate trade. The American-Hawaiian Steamship Company plans to build four steamers of the 10,000 ton class. Of the five new Government colliers plate contracts have been let for three.

Structural orders have come chiefly from the East and central West. The American Bridge Company was low bidder on the Point bridge at Pittsburgh—6,000 to 7,000 tons—while the steel for the Kansas City terminal station lies between two large companies. For the proposed municipal convention hall at Philadelphia, 6,500 tons of steel will be needed.

In the sheet trade nominal prices are still cut $1 to $2 a ton. Shading of the $3.70 base price, Pittsburg, for tin plates is both affirmed and denied. The Standard Oil Company has recently placed a contract in this country for tin plates for the second half of the year. At the same time it has placed a part of its re-export requirements with Welsh mills. The latter have quoted lower prices than at the beginning of the year, when the Standard Company's order went entirely to American mills.

Sales of foundry pig iron have increased, but Southern furnaces have not been successful in their efforts to establish a $10.50 Birmingham basis for the last quarter. Sales have been made at $10.25 for delivery through this year and $10 iron for prompt shipment is still available, while two or three sales of round lots are reported at that figure for delivery extending into the fourth quarter.

In eastern Pennsylvania 10,000 to 12,000 tons of basic iron have been bought for this year at $14.75 to $14.90 delivered.

WHY NOT CHANGE THE WINDOW DISPLAY?

It is rather strange that a proprietor can pass his own window day after day without noticing that the spring paint window or the summer goods display might be profitably changed for a few weeks. It is true that there is always a demand for paint, and that the fall business is coming on, but if the paint window is not changed, it will be so commonplace that it will not attract the fall demand.

And that summer goods window! There may be a demand for garden hose, sprinklers and these goods now, but it is just the belated buyers who are looking for them. Why not put in a window of pickling utensils, graniteware boilers, fruit jars and similar articles? Anything of this kind that is seasonable will appeal to those who are in need of such goods and, when the autumn arrives, another change should be made. This is suggested for those who are neglectful of their windows. Some houses would laugh at an idea of this kind, for they change their windows every week or so. Give your seasonable goods a chance, now that it is their inning.

News and Methods of Canadian Hardwaremen

Conducting August Bargain Sale — Real Live Advertisement For Rat Traps—Using Automobile in Delivery Service.

CLEVER PRICE CARDS ASSISTED SALES.

Elmira, Ont.—M. Weichel & Son recently held a sale to run off a stock of enamelware. They were very successful in their efforts, and they attribute much of the success to a series of cleverly worded and neatly written price cards which they used during the sale. Some of the mottoes that helped to sell the goods were:

"Much in Quality, Little in Price, More for your Money than ever, 49c."

"Although we take off all our profit and give it to you, we do not take off a pin point of our responsibility for perfect satisfaction, 49c."

"Goods you want at prices you can pay. Every cent counts, 13c."

"A lot of quality for a low price, 39c."

"Not much of a price, but a great deal of a bargain, 19c."

"Here the price is cut in two. 14 Quart Pails, 43c."

"Profit forgotten on these, 33c."

"To pass this would be doing an injustice to your pocket book. 8c."

"Price on these out of joint, 37c."

"A man may guy,
And a man may lie,
And a man may puff and blow;
But he can't get trade by sitting in the shade,
Waiting for business to grow.
The Price! 15c."

"Always think before you buy, but don't think too long, as these won't last long at 7c."

"One for You and You'll like it at the price, 49c."

AN AUGUST BARGAIN SALE.

Cobourg, Ont.—To offset the usual slackness of this mid-summer month, A. R. Dundas is holding an August Bargain Sale of Housefurnishings and Bathroom Fixtures.

This sale is being well advertised in the local papers. Liberal space is being used, and the ads. are attractively laid out. Cuts of each line advertised help to enliven the copy, and, as prices are quoted on each article mentioned, the ads. have all the earmarks of good business bringers. Sufficient description is given to increase the interest of intending buyers, and the panels into which the ads. are divided, serve to direct special attention to each item.

A feature of the sale is the giving away of a piece of brown and white ware free, under certain conditions. The ads. say, "It's easy. Ask how."

Mr. Dundas has made a great success of his notion department. He has a well-arranged table down the centre of his store, divided into a number of compartments, each of which contains several articles at the same price. A plainly printed price card is attached to each compartment, and Mr. Dundas finds that customers enjoy rummaging



This August Bargain Sale is Being Well Advertised.

through the various compartments, and selecting what they want. The success of this department has been largely due to the neatness of the counter display and the ease with which the whole range is taken in by the eye of the buyer.

SELLING ELECTRICAL FIXTURES.

Newmarket, Aug. 14.—Bennett Bros., hardware dealers and electricians, are inaugurating a new line. Up to the present no local stores have offered electrical fixtures for sale and Bennet Bros. decided that the time was ripe to start in that line. Accordingly they have put in a stock and are now doing a pretty brisk business.

The firm are using all means in their power to push the department. They are displaying the goods prominently and are taking double-column space in the local papers. One of their recent advertisements reads:

"We have one department devoted entirely to an electric fixture display, something that the town has never had before. Call and see one of the most complete displays in this line.

"We have fixtures from $2.00 up to $30.00, giving every person, from the plainest to the most elaborate taste, a chance to buy fixtures at the greatest bargains ever offered in Newmarket in this line of goods."

It is understood that they have been meeting with substantial returns, the sales in the fixture department having been heavy.

NOVEL ADVERTISEMENT FOR RAT TRAPS.

Chatham, N. B.—H. B. McDonald has a window in his hardware store this week which is creating quite a lot of interest and amusement. The centre of attraction is a large wharf rat, which causes shrieks on the part of ladies when they come upon it suddenly. However, it is securely held, for it is in one of the "Hold Em" traps. It was caught on the navigation wharf.

The display should help to sell rat traps.

NEW HARDWARE FIRM.

Toronto.—A new hardware store has been opened at 322 Royce Ave. by Hodgson Bros., both of whom have had a long experience as salesmen for hardware and kindred lines.

The store is located in a new and rapidly growing district, and, as it occupies a prominent and central location in this district, the firm should gain success and grow with the neighborhood.

E. O. Hodgson was for eight years salesman for F. G. McBrien, hardwareman, Bloor street west, while his brother, John T. Hodgson, the other member of the firm, was traveler for Aikenhead's wholesale hardware establishment for some nine years.

USING THE AUTOMOBILE TO DELIVER HARDWARE.

St. John, N.B.—The utility of the automobile for the use of their travelers on the road is being experimented with by the hardware firm of T. McAvity & Sons. Already the Messrs. McAvity have attained satisfactory results with their automobile delivery truck, which is in use about the city, and which besides being a splendid advertising medium, is of material value in the speedy delivery of goods. C. McAvity and Mr. Dixon, of the firm, returned this week from a three weeks trip through New Brunswick and Quebec in which they used an automobile as a means of conveyance, and were well pleased with its advantages. It is possible that Messrs. McAvity and other hardware firms in the city may put several cars in commission next season for the use of their travelers.

W. F. Dibblee & Son, Woodstock, N. B., shipped a "Perfection Oil Stove" to a customer in Calcutta, India, on Friday of last week.

HARDWARE TRADE GOSSIP

Ontario.

Jas. Russell, tinsmith, has opened a shop at Strathroy.

Frank Patton has accepted a position in the hardware department of J. & W. Boyd's store, Flesherton.

The hardware stores of Tweed helped make the St. James Sunday school picnic a success by donating prizes.

J. McLeod has severed his connection with McLaren's hardware store, Port Elgin, and is leaving for the west this month.

Bridge Bros., Thessalon, Ont., are devoting a large sized advertisement to binder twine. This is certainly "binder twine time."

H. H. Otton & Son, Barrie, are holding a big sale of of hammocks for one week. A 25 per cent. discount is offered on all hammocks in stock.

W. T. Grose, Montreal manager for the Ontario Lantern and Lamp Co., is again convalescent, and has left for his trip east through Nova Scotia and Prince Edward Island.

W. A. Martin, for some years assistant general manager of the Toronto Electric Light Co., has withdrawn from that company to engage in business as a manufacturer of electrical supplies.

J. W. Scott, Port Credit, reports that he has had a heavy run of orders for furnaces. His business is increasing in all departments, but he has improved his facilities so that he is able to look after all orders promptly.

F. W. Hollingsworth, sales manager of the Ontario Lantern and Lamp Co., is at present in Vancouver inspecting their British Columbia branch. He reports that he has not come across any of the depression he heard so much about in the east, and the business, in his line at least, is booming.

W. F. Kelly, the Ontario representative of the Ontario Lantern and Lamp Co., who has been looking after the Montreal branch during Mr. Grose's absence, has returned to his ground in the West. Mr. Kelly made a number of friends whilst in Montreal, and on the eve of his departure was entertained at luncheon. All united in expressing regrets at Mr. Kelly's departure, but wishing him the best of good luck in his western home.

The name of Mayor W. G. Weichel of Waterloo, is now mentioned as the probable Conservative candidate in North Waterloo. The latest despatch says:—"Mayor W. G. Weichel, of Waterloo, will be recommended by the Conservative executive to the convention on Saturday next, and will likely be unanimous choice. The choice is a popular one, he is a well-known business man, can speak well, and has good presence." It is understood that Mr. Weichel will accept the nomination.

Quebec.

W. H. Evans, of the Canada Paint Co., is spending his holidays at Murray Bay.

E. N. Cote, assistant manager of the sales department of Lewis Bros., Montreal, begins his holidays this week.

George Chaffee, purchasing agent, and J. J. Smith, treasurer, of Lewis Bros., Montreal, left on their holidays on Saturday of this week.

Banks Rucker, representing the Peck, Stowe and Wilcox Co., of Southington, Conn., hardware manufacturers, called on the Montreal wholesale trade this week.

T. Esmond Peck, of the Peck Rolling Mills, was taken suddenly ill at Cacouna, Que., where he was spending a vacation. His condition was reported serious, but later he was said to be doing nicely.

Western Provinces.

J. B. Merrill is starting in the hardware business at Hill Spring, Alta.

Adam D. Welk has bought the hardware business of I. P. Friesen, of Waldheim, Sask.

A. A. Hunt has bought out the hardware business of the late R. L. Fanson, at Abernethy, Sask.

The C.P.R. is reported to have struck a copious flow of petroleum in one of its wells at Bow Island.

The new Ashdown building at Saskatoon is being rapidly constructed. Work on the roof is now in progress.

Eley Bros., London, England, large manufacturers of guns and rifles, have started the erection of a factory at Transcona, Man.

Johnston & Salsbury, hardware dealers, North Vancouver, moved into their new store in the Keith Block on Monday, Aug. 14.

S. Schwanz, Rocanville, Sask., is announcing through the newspapers, that he will hold a stove demonstration in his store, on Aug. 21 and 22.

The Alberta Lumber and Hardware Co., Raymond, Alta., report that business is picking up rapidly in hardware as well as in the lumber business.

James H. Ashdown, the head of the Ashdown Hardware Co., and ex-mayor of Winnipeg, will likely be one of the Liberal candidates in Winnipeg in the forthcoming elections. His opponent may be the Hon. Robert Rogers.

In the "Twenty-Five Years Ago" column of the Winnipeg Free Press, the following item occurs: "R. Wyatt, hardware merchant, has purchased the stock of F. R. Jackes & Co., and has leased the premises lately occupied by the firm, where he will carry on business."

Fred Stork, ex-mayor of Prince Rupert, who conducts a fine hardware establishment in that new western metropolis was in Toronto this week, en route for his home city, after an extended European tour. He gave Hardware and Metal some interesting facts about Prince Rupert, which have been used in preparing an article for the Annual Fall Number, to be issued next week.

A PHENOMENAL JULY.

The paint trade, as a rule, look for a slackening of business during the height of the hot weather in July and August. This year, however, the volume of summer business was surprising.

The Toronto warehouse of a large Montreal concern, which was visited by Hardware and Metal a few days ago, reported that their business since the advent of the hot weather had been nothing short of phenomenal. "Our shipments on Aug. 1st," said the manager, "were as heavy as on any day during the spring. The hot dry weather has resulted in an exceptionally large consumption of paint."

At another office visited by the writer the manager consulted some memoranda in the pigeon-hole of his desk and found that July shipments had been thirty per cent. ahead of the same month last year.

Of course, retailers have noticed the expansion of the paint business as well. "We have been simply surprised by the trade we have done," was the statement made by a dealer in the west end of Toronto. "Our paint sales during July were very heavy, and at that a good many people in our district have been on their vacations."

HARDWAREMAN DROWNED IN DARTMOUTH LAKE

Halifax, N.S., Aug. 17.—Percy Simmonds of the firm of James Simmonds & Co., wholesale hardware dealers of Dartmouth and Halifax, and Miss Nellie Burton, of Dartmouth, were drowned last night by the upsetting of their canoe on Second Dartmouth Lake. The upturned canoe was found on the shore this morning. The search for the bodies has so far been unsuccessful. Mr. Simmonds and Miss Burton were both well-known socially. Mr. Simmonds was a leading business man and both were expert tennis players.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 54.

MONTREAL.

Montreal, Aug. 18. There is a possibility that the present industrial troubles in the Old Country, and especially those that affect shipping and handling of goods may be felt as far distant as Canada. Not that importers here are worrying over the situation, but it is realized that should the prevailing conditions continue, and especially should they extend to other bodies some of the shipments that are coming to Canada may be held up.. This contingency is not to be feared unless the affairs in the old land become more complex.

Naturally, the elections are causing talk, but they do not seem to be affecting the metal business just now, whatever the future may develop. The past summer has witnessed healthy conditions in the Canadian metal markets, a somewhat striking contrast with the conditions in the United States, and, in fact, in other countries. In spite of the opposition that resulted from low markets across the border, and a general spirit of apathy more or less pronounced from time to time, Canadian metal men have expressed all along their satisfaction with the home market, and there has been a healthy spirit with a large volume of general business.

Pig Iron.—The situation is again practically without change. In the United States conditions show no improvement, and in England and Scotland prices are practically the same as when last referred to. The Canadian business has been steady and quite satisfactory. There is nothing particularly exciting to note, but there is a good demand and a generally healthy tone. Quotations are: On dock, Montreal: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $15.50 to $17.

Copper.—The copper market is without variation. Business continues practically along the same lines, with no outside influences felt at present.

Tin.—Tin maintains its strong position. Some weeks ago it was stated in a report that there was a feeling that the syndicate had not yet relinquished its position, and that something more might be noted before the summer had passed. There are now evidences of the corner that was then spoken of, and it may come at any time. Locally tin is steady, with a fair enquiry and the price unchanged.

Lead.—The strength of lead is maintained, but nothing has transpired in the market beyond what was mentioned previously of late.

Copper.—The market is steady and unchanged. Buying indicates a fair volume of business, but it is about the same as during previous weeks.

Scrap Material.—There is some business passing in scrap material, but it has been much heavier. Prices are about as follows. Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Aug. 18.—Metal men very generally look to London, England, as their primary market, and, in this country, to New York as their more immediate primary market. This fact accounts for the peculiar situation existing this week, especially in tin. Prices on spot tin in New York are abnormally high, and, in fact, there are practically no stocks available at that point. This is in spite of a somewhat weaker market in London, and is a direct result of the transportation troubles.

Our readers are well aware of the serious strike situation in England, which is centred at Liverpool. Transportation is at a standstill, and at the moment of writing, affairs seem to be worse instead of better. As a consequence, no tin is being shipped to this side of the ocean, and, as stocks in all the principal United States and Canadian centres are notoriously low, a real famine in tin is threatened.

As a general rule, Toronto prices are based on New York, which, in turn, depend upon London quotations. This week, however, owing to the strike which has paralyzed transportation, although the London price has declined, New York is quoting much higher and the difference between prices in the two centres, is twenty times what it should normally be.

Other metals on the list show little change from the conditions which were mentioned in last week's report. Prices in general are steady, and business is of satisfactory volume. The pig iron situation is much more favorable than it has been for some time past, and prices are becoming firmer, especially in English brands.

Tin.—There is big excitement in New York over the non-arrival of tin from England. The strike in England has created a serious shortage, and, unless it is speedily settled there may be no tin in New York for two weeks. As an indication of the state of affairs in New York, it may be mentioned that a large Toronto metal firm a day or so ago received an inquiry from a Montreal house asking for a price on so large a quantity of tin, that it had evidently emanated from New York and was sent via Montreal as a blind. They refused to quote, but the incident will show how hard New York interests are trying to get in some stocks. It was hoped that the "Minnewaska," which was known to be trying to take on a load at London, would bring over a quantity of tin. It therefore caused something like consternation when private cables were received stating that the "Minnewaska," sailing from London Thursday, will not bring any cargo at all, will come in ballast, and that this will probably be the case with the steamer that follows her, the "Minneapolis." If this is true it is certainly a sensational state of things, and destroys the prospect of getting any direct shipments of tin from London in time to make August deliveries in New York. Against this information, however, the market will receive tin this month from East India steamers that have put into Marseilles and Havre instead of London, and will discharge there. In the case of Havre the tin may come by mail steamer of the 19th.

Prices in Toronto remain stationary at last week's figures.

Antimony.—Conditions are the same as at our last report, and there is virtually no business doing. Prices are nominally unchanged.

Plates and Sheets.—The improvement noted last week, continues, and the situation in the United States is also better than it has been. The mills are receiving a good run of orders, and there is a more noticeable steadiness in quotations.

Copper.—Things have been about as usual, during the past week and the advance which many metal men are expecting, has not yet materialized. Shipments of satisfactory size are going out.

Pig Iron.—A decided improvement is noticed and prices are getting firmer. Particularly is this the case with Middlesboro iron, which has perceptibly stiffened since last week's report. We are still quoting:—Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—Strikes in the Western Canadian mines have left the market bare of domestic lead for some months past. Thus, Canadian consumers are depending upon the imported metal, and, on account of the English strike, there are no shipments arriving. Lead stocks have been very light and the result is a

situation similar to that of tin. The price has bounded back to the high point and is again quoted at $3.85.

Spelter.—This metal is shooting upward, owing to very heavy consumption in Europe. Since the first of the year, the price has advanced £1 7s 6d. in London.

Old Metals.—Rather quiet conditions prevail. Prices rule as follows:—Heavy copper wire, 10½c to 11c; heavy yellow brass, 7¼c to 7½c; heavy red brass, 9¼c to 9½c; heavy lead, $2.90; light copper and bottoms, 9¼c to 9½c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $11.

HARDWARE MARKETS

MONTREAL.

Montreal, Aug. 18.—The character of business is beginning to change with the earliest signs that summer is on the wane. Seasonable goods will no longer mean garden hose, ice cream freezers, refrigerators and kindred articles, although there is still a slight demand for them. Jobbers state that orders are coming in for lanterns, horse blankets, guns and ammunition, hockey skates and sticks, lumbermen's supplies and other goods that are connected with the fall and winter trade. Only the first indications have been observed, but with each succeeding week now the trend of business should be more marked.

Business has been well maintained of late, and the return of the travelers to the road is no doubt responsible for the improvement in the extent of the orders over those that were received a few weeks ago. The approaching elections have not, as yet, had any apparent effects on trade, although it is expected that they may have a quieting influence for a time, at any rate. Fall sporting goods are moving well, builders' hardware is still in fair demand and there is a steady trade in household utensils.

Seasonable Lines.—The commencement of the fall business has been noticed lately, but it is only a hint of what is to follow. Summer goods are lagging except for a light inquiry here and there.

Builders' Hardware.—There is still a good demand for builders' hardware, and it is altogether likely that this trade will extend late into the fall. Enquiry is general, more or less construction work being in progress throughout the entire country. The following prices are quoted:—Knobs, mineral, jet and porcelain, jap'd trim., $1.13 doz.; mineral, jet and porcelain, H P trim, $2.25 doz. Locks, cheap rim knob, $1.20 doz. and up; cheap mar. knob, $1.52 doz. and up Inside lock sets, steel trim, $3.95 doz. and up; wrought bronze trim, $10 doz. and up; cast bronze trim, $16.50 doz. and up. Front door sets, steel trim, $13.75 doz. and up; wrought bronze trim, $17.75 doz. and up; cast bronze trim, $24 doz. and up. Cylinder F. D. sets, wrought bronze trim, $5.50 each and up; cast bronze trim, $6.50 each and up.

Sporting Goods.—There is an improvement in the demand for sporting goods. Guns and ammunition are moving more briskly. Skates and other winter sporting necessities are going nicely, and the demand for rugby goods has increased. The autumn business should be extensive.

Household Goods.—The business in household articles includes graniteware, and especially goods required during the preserving season. There is some enquiry for general lines, but the principal part of the trade is that connected with preserving time. The following quotations are offered:—Food choppers, from $9 to $15 a doz.; ice cream freezers, 1 qt., $1.50, 2 qt. $1.65; 3 qt., $2.05; 4 qt., $2.50; 6 qt. $3.15; 8 qt. $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz., Universal, $37.75 per doz., Safety, $56.25 less 20 per cent. per doz; Mrs Potts' irons, plain, 82½c per set, nickle-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

TORONTO.

Toronto, August 18.—Business has fallen off to a considerable extent. Conditions had continued so unuually good through July and the early part of the present month that the local jobbers had begun to think that the usual summer slackness would be "stalled off" for good this year. It is now quite apparent, however, that a certain degree of apathy dominates the trade as a result of the warm weather. On the whole, trade has been very good this summer, and no one is complaining at the present temporary slackening.

Seasonable Goods.—There are few articles which can properly be termed "seasonable" just at this stage. It is, in fact, the unhappy medium—too soon after the falling off in the demand for summer supplies for the fall and winter stocks to come into demand.

Household Goods.—There has been a fairly well sustained demand in this department. All articles of kitchen ware are selling well, and there is still a good call for baskets. The preserving season is now at its height and there is in consequence a heavy demand for saucepans, pots, kettles, etc. A few refrigerators are moving out, but mostly on orders placed some time ago which could not be filled at the time, owing to the shortage in the supply.

Harvest Tools.—"We are experiencing the last phase of the trade in harvest tools," declared one jobber to-day. "We received half a dozen orders this week, all for very small lots." Other houses report that the demand is now quite nominal Retailers are not ordering, except to fill orders for goods they lack

Heavy Hardware.—A good demand is reported in all lines. Nails are selling well, and the same can be said with reference to rivets, screws, bolts, chain, etc. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7⅛.

Builders' Hardware—Business is better perhaps in builders' hardware than in any other line. The call from Toronto is particularly heavy, but better business is coming in every day from outside points. It is quite apparent that the retail trade is experiencing a brisk business in all lines of builders' hardware and only the commencement of the fall trade has been felt.

Stoves and Heating Goods. — While trade is good, most exceptionally good in fact, manufacturers now report that there should not be any shortage, although the orders are coming in so fast at present that they will be kept busy supplying them. A great deal of the fall business has now been placed, and heavy shipments are the order at all points.

The demand for oil and gasoline stoves is now purely seasonable, only sorting-up orders being received.

Sporting Goods.—The demand centres very largely in rifles, ammunition, trap shooters' supplies and hunters' accessories. No revolvers are being sold, as the situation created by the passage of the Offensive Weapons Act has not yet been cleared up

F. C. Surbeck, manager of Benjamin Moore & Co.'s Canadian factory, Toronto, leaves on Saturday to spend his vacation at the Ojibway House, Point-au-Baril.

Geo. Taylor and W. A. Taylor, of Geo. Taylor Hardware Co., Liskeard, are taking a trip to Cochrane to see about placing a branch store in that town.

The Western Hardware Market Situation

Volume of Business Unabated—Exceptionally Warm Weather Helps the Crop—Cutting Has Started in Some Sections.

The large volume of trade reported to have been transacted during the last month has in no way abated during the last week, and wholesalers and jobbing houses express themselves as being more than satisfied with the outlook at the present time. During the last few days the weather has been exceptionally warm, which is exactly what is needed for the growing crop. Reports of damage done by black rust appear to be coming from local points in Manitoba, but Saskatchewan and Alberta are considered to be practically free from this rust.

Reports from 24 experts who are touring the West at the present time, and making an estimate for one of the largest dailies in the west, indicate that conditions are certainly promising, also that harvesting will not be general for another week. Cutting has, however, been started in several sections and will continue from now on. Should the weather continue warm for the next two weeks, there is little doubt as regards the result of the western crop of 1911.

Harvesting Tools.—These are also continuing to move fairly actively, and there is little doubt that the largest business in harvesting material of all descriptions in the history of the west will be transacted this fall. From the numerous orders which continue to arrive, it would appear as if the retail merchants in the country were not doubtful as to the result of the crop.

Builders' Material.—Building supplies continue to be on the move as building transactions have by no means abated in the west. The movement for window glass has set in and large quantities of this line are being shipped daily. The fall is the period for stocking up in this particular line in the west as buildings are practically completed by this time, and carpenters wish to finish off their jobs before the winter sets in.

Stoves and Heating Goods.—Stoves of all descriptions continue to move freely and are in strong demand this year. Manufacturers are certainly being kept busy, as they are unable to fill many of the orders from western points. Heaters have been very active during the week and show that on account of the cool summer the inhabitants of the west are not taking any chances on there being a late winter.

Sporting Goods.—Trade in ammunition and guns continues to be very active, the fall hunting season being near at hand is the cause of this big movement.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24 $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.50; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting.—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc.—Casks, $8.25; broken lots, $8.75.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach, 65 per cent.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $13.50; ½ box, $8; I. X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c. extra; bright iron $3.20 base; brass spring wire, base, 23c.; plain galvanized iron, Nos. 6, 7 and 8, $3.50; No. 9, $2.90; 10, $3.60; No. 11, $3.70; No. 12, $3.10; No. 13, $3.40; No. 14, $4.25.

Paints and Oils.

There is nothing new whatever in paints and oils and prices remain firm at last week's quotations. Linseed oil and turpentine are firm, but there is a liklehood that lower prices will be seen before many months are over.

Putty is beginning to move pretty well, as it is keeping pace with the window glass. Machine oil is also a very good "go out" at the present time, and an exceptional demand for harvesting is being supplied.

Methods of Retailing Paints and Varnishes

Paints Patriotism and Property Preservation

All Three Go Together and the Combination, Therefore, Makes a Suitable Slogan for a Paint Campaign—The Efforts of an Elmira Firm to Arouse Citizens to the Wisdom of Using Paint.

Reference has already been made in these columns to the custom of holding "Paint Weeks" which is followed in some cities and towns. It is a purely civic movement, the idea being to improve the appearance of the place. Citizens unite in their efforts to have all buildings brightened up by the use of paint and each individual, who is sufficiently interested in the welfare of his home town and who can afford it, invests in a supply of paint and has it applied on his own property.

From the standpoint of the hardware and paint dealer a movement of this kind offers two advantages. The first is the benefit which necessarily accrues to every citizen, particularly every business man, when the home town takes an advance step. The second is more personal and tangible—the increased sales of paint entailed. Under the circumstances, an "appeal to patriotism," on the matter of paint is both a commendable and a shrewd move on the part of the dealer.

Citizens generally will respond willingly to any appeal for the betterment of their native town and it is, therefore, rather strange that "paint weeks" are not more common. It is gratifying to note that one Canadian firm at least, have noted the strong connecting link between paint and patriotism and have started to use the same to stimulate demand. M. Weichel & Son, Elmira, in the last edition of "Weichel's Weekly Store News," say under the caption "Boost Elmira":

> "Paints and Varnishes will do their share. Our town ought to reflect the prosperity of its citizens. Attractive, well kept homes are the most valuable asset a town can have. There is a real dollars and cents value in them.
>
> "**Mr. Houseowner**, it's your opportunity—you have the house—we have the proper paint and varnish for every purpose—Exterior paints, interior paints — Shingle Stains, porch paints and interior finishes. When you buy, buy the best paint satisfaction, which means the cheapest in the end.
>
> "Lets get together for Elmira."

A straight talk of this kind, addressed directly to the householders, is bound to have a good effect. It is not a mere idle statement to say that a paint campaign would prove of great value to a town. As the advertisement aptly states: "Attractive, well-kept homes are the most valuable asset a town can have." The outsider judges largely from general impressions and the town of bright, freshly-painted, comfortable-looking homes will gain wide repute as an aggressive and desirable place. It is passing strange, therefore, that the "civic boosters" and "improvement committees", now found in practically every town and city on the continent, have in a great many cases overlooked the possibilities of paint as a factor in town beautification. The writer knows of one city where a strong campaign has been waged for years, with a considerable degree of success, for the extension of the parks system and for uniformity in boulevards and yet, at the same time, the public buildings have been literally falling to pieces for want of paint.

A tacit suggestion from the hardware dealers would probably be sufficient to bring this matter prominently to the attention of the authorities and "civic boosters." The methods adopted by Weichel & Son would serve the purpose admirably.

The proper time for action is either in the spring or fall. In some respects the fall would be preferable, as the springtime invariably brings renewed activity in so many lines that a great many householders would be forced to neglect the paint problem through sheer lack of time and opportunity. There is no reason why an active campaign, starting at the present time, should not yield splendid results.

Co-operation Necessary.

Co-operation among dealers would do a great deal to start matters in the right direction. If all the paint dealers were to unite in an effort to create interest in paint, the public would soon fall into line. With each dealer talking, advertising and displaying paints for all he was worth the subject would soon become an uppermost one in the minds of householders. The papers would take it up and before long the good work would be on in earnest. A co-operative campaign would soon clear out the shelves and hustle along the fresh orders.

In a campaign of this kind, the dealers would have arguments just as strong as the civic improvement idea to advance. The preservation of public and private property depends largely on the use of paint. The objects could be summed up neatly in the following campaign slogan — "Paint, Patriotism and Property Preservation." Nothing is more likely to detract from the appearance of a town than the presence of tumbledown, dilapidated buildings here and there, but the loss from that viewpoint is as nothing compared to the pecuniary loss. To paraphrase the old axiom—"A dollar for paint in time, saves nine for repairs."

The individual dealer can run a paint campaign all by himself. By using his advertising space for that purpose, by displaying his stock prominently and effectively and by his personal influence, he can do much to waken his fellow-townsmen up, even if he lacks the co-operation of fellow-dealers.

Should Mixed Paint Prices Be Lower?

Some Dealers Think That Mixed Paint Prices Should Decline With Linseed Oil—Reasons for Steadiness of Price on the Prepared Paints—Little Chance of Lower Quotations.

Early in March, the price of linseed oil on the Toronto market, as quoted by Hardware and Metal, was $1.20 for raw and $1.23 for boiled. At the last report it was priced at 98 cents for raw, and $1.01 for boiled.

Quite a difference! The trade have noted this difference, and lose no opportunity of mentioning it to the paint travelers who call upon them. They advance it as a good reason for their expecting lower prices on prepared paints. Linseed oil, they argue, is an important ingredient of ready mixed paint, and, when this ingredient declines so decidedly, why should not the price of mixed paints go down correspondingly?

On the face of it, this argument looks sound—almost unanswerable. But one fact is forgotten, and it is that, in the

spring, when linseed oil was climbing to record heights prepared paints remained stationary, or their advance was so slight as to be almost negligible.

Prepared Paints Were Cheap.

In fact, it was a matter of general comment in the trade, that prepared paints were so cheap in comparison with that of linseed oil. Dealers took advantage of this, and, the result was that more mixed paints were sold last spring, than in any previous season.

Great gains were made by selling the old time painter who had ever before scorned the use of any paint he had not mixed himself. "It's the only way I can know what's in it," he would explain, at the same time that he was running all kinds of chances of buying doped linseed oil and adulterated white lead.

Well, these painters found that it was costing them too much to buy linseed oil in the old way, so they were simply forced into giving mixed paints a trial. Much to their surprise, they found that these paints had the necessary body, and covering capacity. They flowed easily and, being all ready to use, they saved a great deal of time on every job. Moreover, the manufacturers guaranteed the purity of their contents, so it happened that many of these old time painters became permanent buyers of prepared paints.

Why They Were Cheap.

The reasons accounting for the comparative cheapness of prepared paints last spring may also be advanced to account for the fact that they are not now declining in sympathy with linseed oil.

The principal reason is that no $1.20 linseed oil went into the mixed paints that were marketed during the past few months. It must not be inferred from this, that a cheaper and inferior grade was used. Every reputable paint manufacturer realizes that the growth of his business depends upon the quality of the goods he has to offer. Consequently, he cannot afford to use any but the best materials.

The truth of the matter is that the linseed oil used by the manufacturers in making last spring's output of prepared paints, although of the usual quality, was purchased at a much lower price than that which ruled during the spring selling season. Being in close touch with market conditions, as they must needs be, the manufacturers saw high prices coming. The world-wide shortage in last year's flax seed crop, indicated surely, to them, that there would be high prices, and they proceeded to cover their requirements while linseed oil quotations were still at a reasonable figure.

Even so late as the first of January, raw linseed oil was quoted at $1.06, and boiled at $1.09, so that the manufacturers who bought ahead for their requirements had ample opportunity to estimate the quantity they would need for the season, and to purchase that quantity to hold until required.

Present Paint Prices Explained.

The manufacturers thus based the cost of last spring's paint output on using linseed oil which was bought at practically the same price as now rules. Thus, prepared paint prices did not advance materially when linseed oil was unusually high, nor have they declined, now that linseed is considerably below the high water mark reached in the early spring.

Of course, manufacturers have been buying oil right along, at market prices, because the paint industry in Canada has expanded much beyond what had been expected. However, this oil has not been used to any extent in making mixed paints, but has rather been employed in grinding white lead. This is done because prices on white lead ground in oil, are subject to some little fluctuation, while prepared paints have become a staple article, on which it is desired to keep the prices as steady as possible. The purchasing departments of the various paint manufacturing concerns therefore bend all their energies to get in supplies at a time when prices are favorable.

Coating for Concrete Surfaces

Market is Developing for This Specialty—Protects and Damp Proofs Floors and Foundations — Makes Concrete Surfaces Easy to Clean, Therefore Sanitary.

Among the many specialties which paint manufacturers have introduced within the past few years, the most recent and one of the most valuable is the coating for cement and concrete surfaces, which several firms are producing.

The use of concrete has been a wonderful boon to builders, not only of such large works as bridges and tunnels, but also of residences and all types of private and public buildings.

Of course, there have been several drawbacks to the use of concrete, and, when used as floors and foundations, serious objection has sometimes been taken to the material because it has admitted dampness and made the building unhealthy. Another difficulty has been that it is next to impossible to keep a cement floor clean. It may be continually swept and scrubbed, but there is still a fine dust which rises in clouds from the floor when the broom is used.

This unsanitary condition is due to the fact that the mere walking back and forth on a cement floor keeps wearing away the surface, which powders off and forms the sandy dust referred to. In course of time this wearing process will cause the floor to disintegrate to such an extent that repairs will become necessary.

Protects Floors From Wear.

The cement coatings now on the market protect the surfaces they cover from wear. This means that they prevent the unsanitary condition of dust and dirt which are constantly to be found on an ordinary cement floor, and they add to the life of the floor by insuring it against disintegration. From the standpoints of sanitation and economy alone these coatings should meet with public favor.

But they tend to accomplish a still more important result by rendering concrete surfaces proof against dampness. At this time of year there is scarcely a cellar floor any place which is free from dampness. This affects the whole house, causing rust on metal articles, and swelling the woodwork and furniture so that doors and drawers stick and cause annoyance in almost every room.

If the cement were coated with this new specialty, the dampness could not permeate it, and the house would be more comfortable and healthy. Where the foundation is of concrete this refers equally to the walls, which, when covered with a good cement coating, are prepared to resist dampness.

Not a Paint.

The word "coating" is used advisedly in referring to this specialty, as it is not a paint in the strict sense of the term. At the same time, it may be had in several different colors, all of which will be equally good for the practical purposes of protecting and dampproofing.

Already a good demand has been aroused for this coating. Speaking to Hardware and Metal the other day, a leading manufacturer pointed to a car on his siding and said: "That car is bound for Edmonton, and it includes 300 gallons of cement coating. Only this morning we received an inquiry by wire from Vancouver referring to a specification of 28 barrels."

3 Profit Earners FOR ALL PAINT DEALERS

M L Paint comes in a great assortment of shades, outdoor and interior finishes. Just meets your market, and a customer can't make a mistake, because it's the easiest to use and handle. You get the benefit and the profit of handling a satisfactory paint of high quality. Sell poor paint—you get the blame.

M L Floorglaze is a floor finish, an interior finish, an outdoor finish in one, and self-varnishing at that. Saves the buyer trouble. Makes a scratchless finish of high gloss. Easiest to use and a great seller, well advertised by us.

The M L Line Pays Dealers

Elastilite Varnish

A varnish finish that won't mar easily, that brushes well, that gives a high surface in amateur hands. Dealers that sell it sell absolute satisfaction in every way as to finish.

Get our Dealer Proposition, samples and color cards.
Address nearest branch to you.

IMPERIAL VARNISH AND COLOR CO., LIMITED

108 Princess Street, WINNIPEG — 6 to 24 MORSE STREET, TORONTO — 524 Beatty Street, VANCOUVER

You Can't Overlook Facts

Mr. Dealer:—Here are a few statements that you can't afford to overlook:

Mineral Paints and Varnishes were first manufactured in England 76 years ago—their growth was spontaneous and steadily increased until the London house was supplying *Minerva Brands* to the markets of the world. Canada was recently recognized as a market which could produce a large demand, and although the competition was strong, it was decided to build a Canadian factory and manufacture identically the same brands as were made in England. About six months ago the large Toronto factory started to fill the already waiting orders. Since the first day the success of *Minerva Paints and Varnishes* has surpassed all expectations. The demand has been such that the extreme possible output has been taxed. The success of *Minerva Brands* has been assured in Canada. There are reasons for such growth.

Minerva Paints and Varnishes give honest value—they contain absolutely the very highest grade ingredients possible to secure.

The Manufacturers co-operate in every possible way with the dealer.

Extensive consumer advertising is used.

A good fair margin of profit and an attractive proposition is offered.

This is why Minerva Brands mean your reputation and profit.

Write us for information—be a part of this big selling organization and get your fair share of the awaiting profits.

TRADE MARK MINERVA

The Pinchin-Johnson Co. (Canada) Ltd. F29

Established in England—1834 — 377-387 Carlaw Ave., Toronto, Can.

The Trade Should Take It Up.

This is a line which hardwaremen should take up energetically while it is new. It will be a considerable time before the general public will ask for the article of their own accord, as they will not know that it exists. It is, therefore, encumbent on the hardwareman to educate his customers to the advantages possessed by cement coatings, and a demand will soon follow.

The first essential, of course, is that the dealer himself should study the subject and fit himself to give any information that may be of interest or value to his customers. The dealer who is the first to take up this specialty in his district will acquire a foothold which will enable him to capture a big trade when the line is more generally known and the demand is large.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Aug. 18.—The return of the travelers to the road in full strength has helped considerably to put new life into the midsummer trade. Painters are busy throughout the country according to general reports and instances are known of work that will not be let until after the present rush. It may be safely estimated that as the result of the extensive building operations during the past summer there should be a great deal of painting to be done before the snow flies. The feeling is quite general that the fall trade should be brisk and it will be unless some unlooked for cause intervenes. The present demand is believed to be an awakening of the fall business and throughout the rest of the season there should be a pronounced briskness. During the past week prices have changed but little. Linseed oil is quoted at last week's figures and turpentine is down to 70c.

Linseed Oil.—There has been no change in this market. Business is normal and steady. Reports, in regard to the new crops are not the most encouraging, but there has been no indication yet evidenced of what results may be. Quotations are $1 for boiled and 97c for raw.

Turpentine.—The market is a little below that of last week. The price per gal. for single barrel lots is down to 70c with a fair demand reported. With the increase in fall business there should be an impraved enquiry.

Prepared Paints.—There are signs of the beginning of the fall trade, although it is probably a little early. The outlook is good, however, and it is the early preparations that will go a long way to procuring a good share of the business.

Varnishes and Japans.—The volume of business is steady with conditions rather satisfactory. There has been no change in this department.

Putty.—There is a good enquiry for putty, with the midseason trade. Quotations are: Bulk bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

TORONTO.

Toronto, Aug. 18.—Trade continues fairly good but the expected slump in business conditions has begun to materialize. The demand is not as good as it had proven up to last week and it is quite possible that it will taper off a little more before the month is out. manufacturers are not complaining, however, as they have found business exceptionally good this summer.

"We are resting on our oars just at present," said a local jobber," and waiting for next month. Things will start to hum then." It is fully anticipated that the fall trade will be very brisk and plans are being laid on that expectation.

Linseed Oil.—The situation is unchanged. Trade is dull, unusually apathetic, in fact, and it is not expected that conditions will improve very much before September. In the meantime, prices are remaining steady as might be expected. The British market remains equally dull and no developments are anticipated.

No further reports have been received on the score of crop prospects. The weather in the north west has improved but it is still cold in the far northern parts of the provinces, where the flax areas are largely situated and this is retarding growth. From present indications, however, the crop should be considerably better than last year. It will need to be, if another high flight in price is to be avoided.

Turpentine.—There is little more animation shown on the turpentine market. The demand is not heavy at present. The price at Savannah has advanced 3½ to 4 cents during the past week, a development which has rather mystified those who are closely in touch with the situation. In view of the fact that there are approximately 30,000 barrels of turpentine at Savannah, with a very sluggish demand, there is no apparent reason for the advance and it is set down to manipulation on the part of those in control. The local price has not responded, the prevailing quotation being still 74 cents.

The increase at Savannah does not, in any sense, alter the situation with reference to the future. The price now asked is quite normal and advances here are not at all probable, for some time at least.

Rosins.—It is deemed highly likely that the price of rosins will slump before long. There are at present 103,000 barrels on hand at Savannah, whereas at this time last year the supply only totaled 56,000. In view of the fact that the demand has become quite small, those in touch are expecting easier quotations before the month is out.

Putty.—There is a little demand, the advance in building acting as a stimulus. No price changes are noted, the present schedule for standard putty being:—Bulk in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—The market has settled down again after the increase put into effect a fortnight ago and conditions are reported to be quite satisfactory for this time of year. It is fully anticipated that the first of September will see a perceptible improvement in the demand.

Red Lead.—Conditions are reported to be rather dull but the jobbers are not complaining as business is all that could be expected at this time. The price remains firm.

Prepared Paints.—Local jobbers and manufacturers report that business has been rather dull of late. The long expected "warm weather slump" seems to have put in a belated appearance. It is not expected that it will remain long, however, and local houses are anticipating an early resumption of activity.

Varnishes and Japans.—Conditions are perhaps a little better in the varnish line. The fall moving campaign has begun to some extent and this has brought a tolerably lively call for interior stains and furniture polish. Business will steadily improve from now on.

Specialties.—Trade continues fairly brisk in all lines. Brushes continue in demand and good sorting-up orders are being received for boat pitch, kalsomine, pumice stone, sponges, and the many other lines of a similar nature.

Glass.—Trade is picking up rapidly in glass and some good sized orders are now going through.

Petroleum.—No price changes are noted, the schedule standing: Sarnia prime white, 11½c; American water white family safety, 13c; Pratt's Astral, 14½c.

How White Lead is Made



Converting the refined pig lead into buckles for corroding in the lead stacks.

In an operation such as is here shown, we find it necessary to exercise constant care and to give every attention to details.

Write for our booklet "A Talk About White Lead Paint," you will find it interesting. It contains views of the interior of our works, showing the different processes lead passes through, before white lead ground in oil is produced.

WHEN YOU ARE IN THE MARKET FOR WHITE LEAD IT WILL PAY YOU TO WRITE FOR PRICES AND PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN THE DOMINION OF CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL.

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 40c. Metallic, 35c.; Harris Heavy Pressure, 25c, Heroules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14x48", 14x60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	26 00	
Carron, soft	25	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (3oo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron		2 25
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 75
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft.	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 27½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	7 50	7 50
Part casks	8 00	8 00

SPELTER.

Foreign, per 100 lb	6 25	6 50

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 00 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base		5 00
I X, 14x20 base		6 00
I X X, 14x20 base		7 00
I X X X, 14x20 base		8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base		4 50
I X, 14x20 base		5 25
I X X, 14x20 base		6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base		4 25
20x28, double box		8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets		7 50
I X, Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet bxs.		7 00
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80. Al. prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamil on and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized		2 85
Plain		2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

In casks per lb		
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" golden sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" white glue		0 12
" 100 flake	0 10	0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

Per gallon in qt. tins	
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor).	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90

Do not fail to call at our Exhibit at the Canadian National Exhibition, Toronto, and see our varied display of

BOECKH'S

"Steel Grip" Painters' Brushes
Household Brushes
Factory Brushes
Stable Brushes and
Carpet Brooms,
Woodenware, Etc.

The latest designs in all kinds of Brushes will be shown—among them lines that will interest you.

WATCH FOR THE SIGN with this Trade Mark.

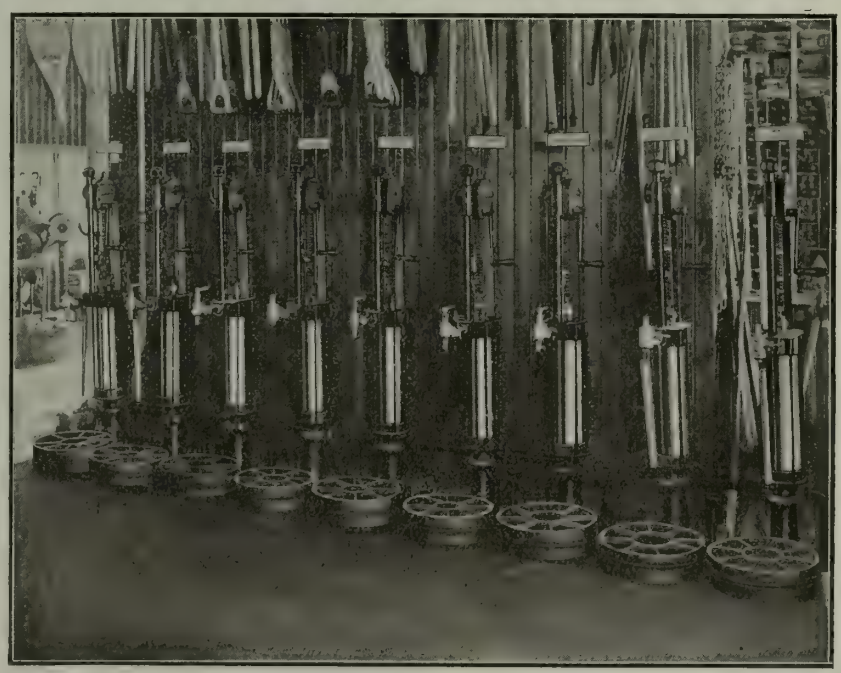
NOTE THE LOCATION.—South aisle of the Process Building, almost opposite the South Entrance.

THE BOECKH BROS. COMPANY, LTD.
TORONTO, CANADA

This cut was reproduced from a photograph of a Bowser System installed for

Manville
Hardware Co.,
Prince Albert,
Sask.

Ask the Bowser users.



This system handles

Raw Linseed
Boiled Linseed
Turpentine
Gas Engine Oil
Cylinder Oil
Floor Oil
Machine No. 1
Machine No. 2
Coal Oil

with profit to the owner.

The Way to Get More Profit on Paint Oils.

Look at the **barrels, faucets, measures, funnels and floors** if you want to see where a goodly share of your oil profit goes to. You can save every cent of this loss by using a Bowser System. It measures the oil directly into the customer's can. **No Measures nor Funnels.**

You can buy one pump and tank or a dozen. Just suit your own needs. You can try out only one at first. The price is reasonable. They protect you from fire and save their cost. Ask for FREE book No. 1 N.

S. F. BOWSER & CO., LTD., 66-68 Fraser Ave., TORONTO

PLASTER OF PARIS

orbarrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.		0 12
U.S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 71	0 72
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil, " raw	0 97	1 01
" " boiled	1 01	1 05
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 25
Granitine floor finish		2 25
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	6 00	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B.B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2• p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c ; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, **AAA** to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only ; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an ' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts				3 30
3 "	"	"		4 00
4 "	"	"		5 28
5 "	"	"		7 26
6 "	"	"		8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths		2 90
10 " " "		3 15
12 " " "		3 68
15 " " "		5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz , doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 n. per 100 lb.	4 00
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2280, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

⅜ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

A Word to the Dealer!

Are you selling the old-fashioned "paint-me-oftenoid" roofing, or are you selling the modern "no-paint" kind called Amatite Roofing? We are spending thousands of dollars every month in advertising to tell the consumers that the day of painted roofings is past and that they can secure at the same price Amatite Roofing *which needs no painting.* ¶ Amatite has a practical, durable mineral surface. Lay it on the roof and it needs no further care. ¶ Every practical user of ready roofings sees the point in a minute. He knows that painting roofs every two or three years is a nuisance and that it costs him money. He knows that he is liable to neglect it, or find when the time comes round that he cannot afford to buy the paint just then, or hasn't the time, and so the roof gets neglected and wears out. ¶ Show him that you have a "no-paint" roofing which costs no more than the old-fashioned kinds and you will get his order. ¶ Amatite is easy to lay, requiring no skilled labor. Nails and cement are supplied free, packed in the centre of the roll. Booklets, samples and other information on request. Address our nearest office.

Amatite ROOFING

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

The Roofing House of Canada!

2 & 3-ply
Ready Roofing
"Black Diamond" Tarred Felt
"Joliette" & "Cyclone"
Sheathing

"The House cool in Summer, and warm in Winter."

That's the line of talk that never fails to sell our Building Papers and Roofings.

They are guaranteed to be made of finest quality materials, to withstand all kinds of climates, and to be easily laid by any ordinary workman.

We also make all kinds of Wrapping Papers.

Alex. McArthur & Co.,
Limited.
82 McGill Street, Montreal
Western Agent:
F. J. Cox,
Winnipeg

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BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

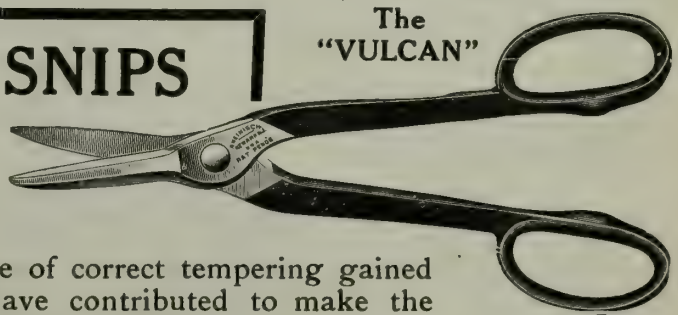
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

HEINISCH TINNER SNIPS

The "VULCAN"



Cut illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world Sold by all jobbers.

TAILORS' SHEARS

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TRIMMERS SCISSORS

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 60	0 70
Potato mashers, wire, per doz	0 50	0 80
" wood "		2 25
Vegetable slicers, per doz		1 15
Universal meat chopper, No. 1		1 80
Enterprise chopper, each		
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 85	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00: 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1¼—1½ inch	2 70
2—2½ inch	2 60
2¼—2½ inch	2 45
3—3½ inch	2 40
3¼—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIERCED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08¾
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.	
Jute, ⅝ and upwards, 9c.; under ⅝, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

About Linseed Oil.

Do you ever have trouble with your Linseed Oil?

Have you ever thought how easy it is to lose money on oil when you think you are making it?

Have you ever stopped to think how much you lose when you turn out two or three gallons of thick stuff in the bottom of a barrel and throw it away?

Ramsay's

Pure, Pale, Boiled

Linseed Oil

or Double Boiled Oil, you throw nothing away.

It drains out clear and pure to the last drop, because we boil our own oil and settle it clear in enormous tanks.

It is the palest and clearest of all the oils, satisfies your painter and takes care of your profits.

Ramsay's Oil is a standard.

A. RAMSAY & SON CO.

MONTREAL

Established 1842

Trade Mark Reg'd 1877

"DOMINION"

"The Crown of Quality"

POLISHED CANADA PLATES

Canada Plates are not all alike, there are good and bad the same as in any other line.

"DOMINION CROWN" are at the top of the good class and will give you and your customers every satisfaction.

Specify "Dominion Crown" from your jobber.

A. C. LESLIE & CO., LIMITED

MONTREAL

Your Sales

will increase greatly if you sell

Stephens

PURE READY MIXED PAINTS—every Westerner knows them — they are his standard.

Absolute Satisfaction Guaranteed

We have the reputation of standing behind this guarantee, and it is this reputation we are guarding with even greater care than our own capital.

Write for our Proposition.

G. F. STEPHENS & CO.

Limited

WINNIPEG - - - CANADA

Branch at Calgary, Alta.

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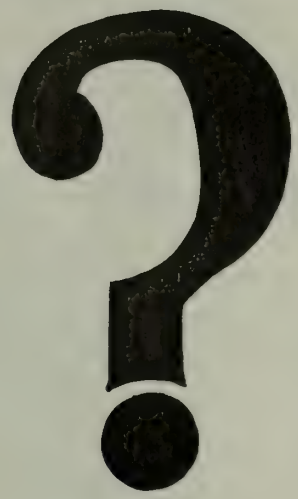
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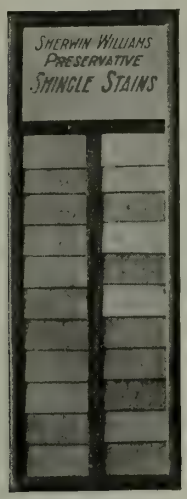
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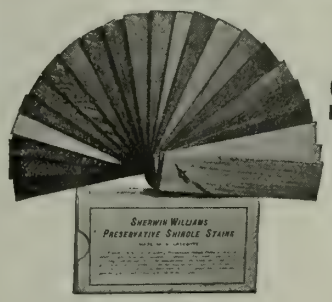
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Sherwin-Williams Preservative Shingle Stains have been specified for years by architects who know their merit. The colors are pleasing and durable and make a most attractive stain for rough wood and shingles. They are made on a base of refined Creosote Oil, which has much better penetrating and preservative qualities than the ordinary crude creosote commonly used. It also has very little odor. Most orders for Shingle Stains are for half-barrel and barrel lots.

We help you in the sale of these shingle stains with attractive store advertising, hangers and folders, the book already mentioned and free sets of shingles stained with the actual finish in regular colors.

Write for book "B-56" and let us send detailed information.



THE SHERWIN-WILLIAMS CO.

(OF CANADA, LIMITED)

PAINT, VARNISH AND COLOR MAKERS, LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL,
TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

ADDRESS WANTED.

HOLDER OF BOX 580, send street address and we will forward replies. HARDWARE AND METAL, Toronto.

ARTICLES FOR SALE

FOR SALE—562 Bennett Shelf Boxes. Different sizes. Quarter cut oak front. New. Half price. Box 582, HARDWARE AND METAL, Toronto. (33)

STOCKS WANTED

WANTED TO BUY—Complete stocks of any kind business. Inquire Box 580, HARDWARE AND METAL, Toronto. (34)

BUSINESS CHANCES

FOR SALE—Hardware, heating and plumbing business in live town. Stock small. Owner wants to go West. Box 515, HARDWARE AND METAL, Toronto. (24tf)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

PATTERN DRAFTING

TINSMITHS—Our special July offer of $10 cash for our Complete Course on Pattern Drafting almost exhausted the present edition. On Aug. 2nd we had only 36 courses left and we have decided to let these go also at the special $10 price. It's a case of first come first served. Send for particulars. Each applicant will be given a number until 36 are received, then this notice will be withdrawn. THE SHEET METAL SCHOOL, Box 419, Galt, Ont. (35)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

WANTED.

SUPERINTENDENT—For stove and furnace foundry. Must be experienced in match plate work, and capable of taking full charge of manufacturing end. Investment preferred. Guaranteed return on stock. Liberal salary with profit bonus to hustler who can produce results. State fully experience and salary expected. Box 175, Hamilton, Canada. (33)

POSITION WANTED.

YOUNG MAN, with 5 years' experience in general hardware, desires position as traveller with reliable firm. Good references. Box 583, HARDWARE AND METAL, Toronto. (34)

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

SITUATIONS VACANT

WANTED—Hardware clerk, 3 or 4 years' experience. This is a good position and steady. Send references and salary expected. J. B. ROSS, Oshawa. (33)

WANTED—One or more sheet iron workers for heavy range work. Steady job and best wages. Open shop. Apply to THE ALBION STOVE WORKS, Ltd., Victoria, B.C. (33)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

A PROMINENT BRITISH FIRM of metal and general merchants and agents are about to open a branch office in Montreal or Toronto and invite applications from those qualified to take charge. A young man with good connections is desired. One of the principals intends to visit Canada shortly to interview applicants. Meantime please write in confidence, stating age, salary required and full particulars of experience. "L.M.T.," care DAVIES & CO., Advertising Agents, Finch Lane, London, Eng. (34)

SITUATIONS VACANT

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto. (24tf)

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)
2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

IT'S GRATIFYING

-IT SURE IS-



The story the cash book tells makes the paint dealer's sky look rosy or a dark deep blue — according to the profit it shows. It is certainly gratifying to look over your books and see that business is growing year after year — to see the names of the same customers season after season. It's a sure sign of satisfaction.

You can have that gratification if you sell

Martin-Senour Paint

100% Pure

"The Kind that Makes Business Better"

Don't lose the lesson the books tell, nor miss the moral the lesson points — *the paint that gets the profit for you is the paint that draws the patronage of the particular patron — the patron who will come back stronger next year.*

Write us today for our proven plan to pull that kind of patronage.

THE MARTIN-SENOUR CO., Limited

Montreal PIONEERS OF PURE PAINT **Chicago**

DOUGALL VARNISHES

The sale of Dougall Varnishes is increasing daily, and the reason for this is easily seen. Quality will win out every time.

Our Varnishes not only represent sterling quality, but they also represent honest value.

The Varnish that Lasts Longest

is our slogan, and that we are living up to it is proved by the popularity which **DOUGALL VARNISHES** are enjoying.

Are you taking advantage of this, Mr. Dealer?

You really should not neglect the advantages which are open to you.

It means money to you.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL - - - CANADA

Associated with Murphy Varnish Co., U.S.A.

The Enamel That Stays White

You'll find that architects, painters and decorators will specify and purchase

SATINETTE WHITE ENAMEL

because it never turns yellow, and always retains its whiteness.

Satinette is the best enamel for every kind of decorative work, Gloss Interior, and Flat Interior for Inside Work, and Gloss Exterior for Outside Work.

Satinette is remarkably durable, and has great covering capacity.
Here's a line, backed by the International reputation for quality, which gives complete satisfaction. And the profit margin for yourself is well worth while.
Sold, like all International Products, in full Imperial Measure cans.

MADE BY THE

INTERNATIONAL VARNISH CO. LIMITED

CANADIAN FACTORY OF STANDARD VARNISH WORKS

TORONTO WINNIPEG

F 88

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special Prices on Application

Special Prices on Application

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon

Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock" Agency in your locality will just naturally get the bulk of the trade.

You be the man—write us for Catalog and Prices.
Write us to-day.

The Owen Sound Wire Fence Co., Limited

Owen Sound, - - Ontario

Western Agents

Brandon Safe-Lock Fence Co.

Brandon - - Man.

Moore's

Concrete & Cement
COATING

Is the most scientific and practical coating in use for the treatment and decoration of all concrete, cement, stucco, plaster or brick surfaces, both interior and exterior. It thoroughly fills the pores of such surfaces and forms an absolutely waterproof coating, to which no dampness can penetrate. It dries quickly and in time becomes hard as stone, forming a bond with the surface to which applied, assuring perfect protection from all disintegrating influences.

MOORE'S CONCRETE AND CEMENT COATING will not peel, scale or rub off, and is proof against the alkali action of cement surfaces, by which ordinary paints are quickly destroyed. For cement floors this paint cannot be equalled. When the floor is treated with a suitable coating it prevents the constant powdering and dusting of the surface from wear, with consequent damage to merchandise, machinery, health, etc.

Wherever it has been sold it has made good. We can prove it by the repeat orders that we are constantly receiving. Be wide-awake and sell this certain trade-builder—we guarantee satisfaction. Write for color card and prices.



Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO

Other Leading Moore Products Are

MOORE'S MURESCO — **TILE-LIKE**

IMPERVO VARNISHES — **FLOOR PAINT**

MOORAMEL — **SANI-FLAT**

MOORE'S HOUSE COLORS

It pays to handle the goods of a manufacturer who considers <u>your</u> business when making his selling plans.

300% Increase On "61" Sales—Now Vitralite

Think it over—

300% increase in "61" Floor Varnish Sales—increased sales on other Pratt & Lambert Varnishes. This is the result of our three years' advertising, specializing on "61."

So—this Fall we're going to advertise Vitralite, "The Long Life White Enamel," as well as "61" and other P & L Varnishes, in most of the great leading magazines. "61" will be pushed as hard as before—*Vitralite will be pushed as hard as "61" ever was.*

We *know how* we made "61" sales jump 300%. We can do as much with Vitralite. We're going to make a *big* white enamel business for *you*, right in your own territory. Are you going to take advantage of it?

Buy on a rising market. *Now* is the time. Send for our dealer's Vitralite offer *now.*

PRATT & LAMBERT-Inc.

VARNISH MAKERS 62 YEARS

24 COURTWRIGHT STREET, BRIDGEBURG, CANADA

FACTORIES:

NEW YORK · BUFFALO · CHICAGO · BRIDGEBURG, CANADA · LONDON · PARIS · HAMBURG

This is the Varnish Label that is well known outside the Trade.

WITH the constantly-increasing use of varnish by the general public it is not enough to have a varnish label known simply by dealers and a few painters.

That is why we have been showing the Berry Brothers' Label prominently over and over again in our big space magazine advertising.

It has become one of the best-known trade-marks of the day.

That makes it worth more to you than ever before.

Berry Brothers' Line includes every varnish, shellac and kindred product that any dealer needs to fill all his demands.

BERRY BROTHERS, LIMITED

The World's Largest Varnish Makers

WALKERVILLE : : ONTARIO



Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

TRADE MARK KEYSTONE BRAND REGISTERED

BRUSHES

NEW LINES

Very attractive values.

Better finished than ever.

SEE THEM BEFORE YOU BUY.

Manufactured by

Stevens-Hepner Co., Limited

PORT ELGIN - ONTARIO

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

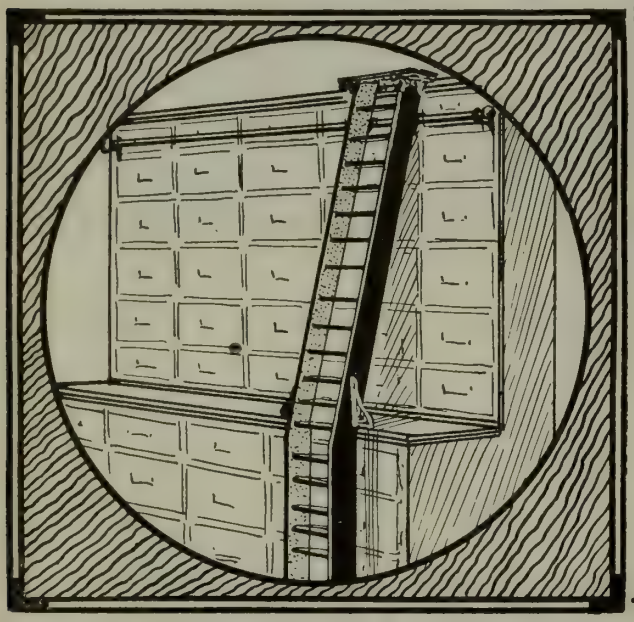
Railway Companies, Shipbuilders, Electr cal and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardbord Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal.
For British Columbia—AMES BROS., Box 355, Vancouver, B.C.
Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell is now in Canada fixing up Agencies. Write him at once.



The difficulty of getting at things and the labor of moving them about are greatly lessened if your store is provided with a

Bicycle Step Ladder

But get the right kind. Our Bicycle Ladders combine solidarity with lightness, being perfectly safe and yet easily moved, and are fitted with silent and easy rolling running gear.

Give us the measurements and particulars of shelving of your store and we will quote you our price for installing a bicycle step ladder to meet your requirements and to match the interior of your store.

Hamilton Brass Mfg. Co., Ltd., Hamilton. Ontario.

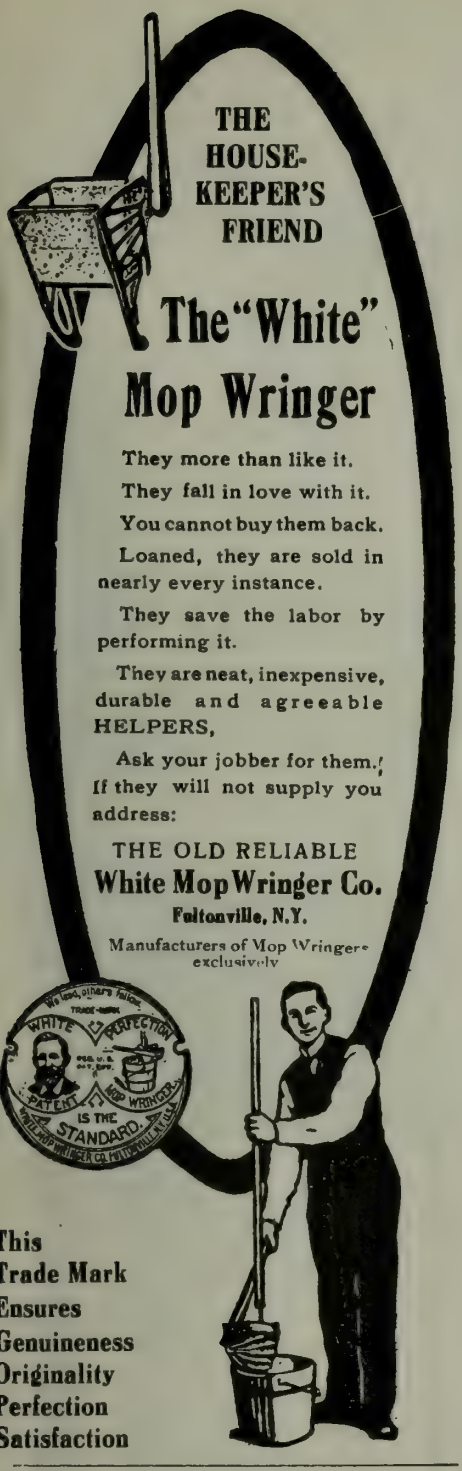
Montreal Office—327 Craig Street West

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want advertisement Page of **HARDWARE AND METAL.**

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.



METAL CEILINGS

Many buildings in your town require a neat, artistic, sanitary and durable finish. You can supply this direct from our factory, and give prompt delivery. It helps to make friends.

Get out after this trade and send us your orders.

WINNIPEG CEILING & ROOFING CO.

P.O. BOX 2186. WINNIPEG, MAN.

We Make No Secret

of the composition of

New Era Paint

Here it is—Pure White Lead, Oxide of Zinc, Pure Linseed Oil, Turpentine and Turpentine Japan Dryers. Everything needed for a best quality paint and everything of the best quality. "NEW ERA" covers more surface, lasts longer, holds its color better, stands changes of weather and gives a more brilliant finish than any other prepared paint.

WRITE FOR PRICES

Standard Paint and Varnish Works Co.

WINDSOR, ONT. LIMITED



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Carbon Black Elastic Paint

A SPECIAL ROOF PAINT

LEAK PROOF AND FIRE RETARDENT

Can be put on Felt, Tar-paper, Gunnysack, Shingles, Metal or any other material.
Will not Crack in Winter or Melt in Summer.
A most popular article that shows good profits to the merchant.
Write and we will send our traveller.
Stocks on hand at Calgary, Saskatoon, Edmonton, Vancouver and Toronto.

The Carbon Oil Works, Ltd.

HEAD OFFICE - WINNIPEG, CANADA

Manufacturers of C.O.W.L. BRAND Paints, Stains, "Waxoils," and other Oils-of-Tar Specialties,

WINNIPEG .:. .:. .:. CANADA

Attention!

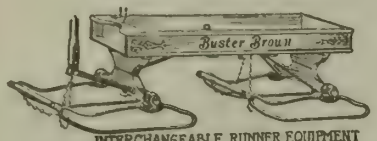
Here's the line of splendid sellers



NO.1 (SOLID)



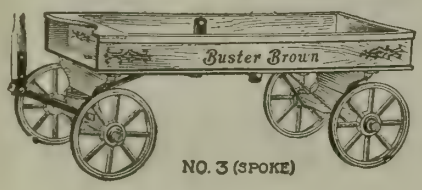
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

Are you handling the

Buster Brown

Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

Clinch the Auger Bit trade in Your locality



First sales alone will not build up a successful business, it's the future sales resulting from a first sale that brings success.

Discerning dealers recognize this fact and recommend to a customer THAT ARTICLE which he knows will give the greatest satisfaction.

In Auger Bits THAT ONE is unquestionably the FORD It has more selling features than any other Bit on the market. A Ford makes occasional buyers steady customers.

This has been proved

by keen dealers everywhere. Let us point out to you the reason.

The FORD tested side by side with other Bits, bored FASTER, SMOOTHER, EASIER with GREATER ACCURACY, and infinitely cleaner It cleared the hardest knots and the most stubborn grains with ease--drew in without pressure and held "accurate to the fraction of an inch."

Furthermore, because of the fine quality of steel used in its construction and the superior process of its manufacture--the Ford wears better, and gives longer service to the user. Each one is fully guaranteed.

Keep these facts in mind, Mr. Dealer, next time a man asks you for an Auger Bit.

Ford Auger Bit Co.
HOLYOKE, MASS.

Send for circulars describing this superior Bit.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

FILES OF QUALITY

"DELTA"

SPECIAL FILES



are more than ordinarily slim and blunt for filing panel and fine tooth saws.

Having more teeth to the inch set at a greater angle, they present sharper edges than other files--an edge that leaves a clean gullet and a smooth and perfect tooth when filing is completed.

This clean cutting file is made of S. & C. Wardlow's finest English Steel.

The "Delta" Special is a handsaw file that cannot be excelled in quality and temper.

Write for a trial order, we assure you of good profits and satisfaction with every sale.

Write for prices and full information.

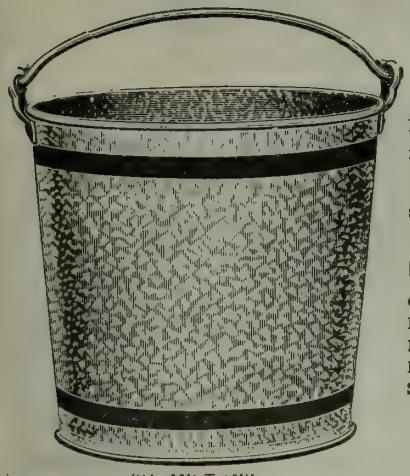
TRADE MARK
DELTA

DELTA File Works

PHILADELPHIA, Pa., U.S.A.
Chicago Office: 108 W. Lake St.

Canadian Selling Agents:
H. S. Howland, Sons & Company, - Toronto
Stark-Seybold, - - - - Montreal
Wm. Stairs, Son & Morrow, - - Halifax

"HAMILTON" GALVANIZED BUCKETS.



"HAMILTON"

An extremely heavy bucket designed to outlast half-a-dozen of ordinary quality.

Designated by two blue stripes.

Numbers -	124	126
Quarts, - - -	14	16
Height, inches, -	9½	11
Diameter top, inches,	11	12
Diameter bottom, ins.,	9¼	9¾
Shipping weight, doz., lbs. - - -	42.	60

"NIOBE" GALVANIZED PAILS.

For use on boats, railroads, or wherever a pail of great strength and durability is required.

Striped with two blue bands

Height, inches, - -	10
Diameter top, inches, -	14½
Diameter bottom, inches,	9¾
Shipping weight, doz., lbs. - - - -	72



"NIOBE"

Manufactured by **E. T. WRIGHT & CO.,** HAMILTON, Canada
(H. G. WRIGHT)

Vancouver distributing agents, Macpherson & Teetzel, Vancouver, B.C.
Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man.
Toronto agent, F B Wilson, 33 Maitland St., Toronto, Ont.
Winnipeg agents, W. Reynolds & Co., Winnipeg, Man.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

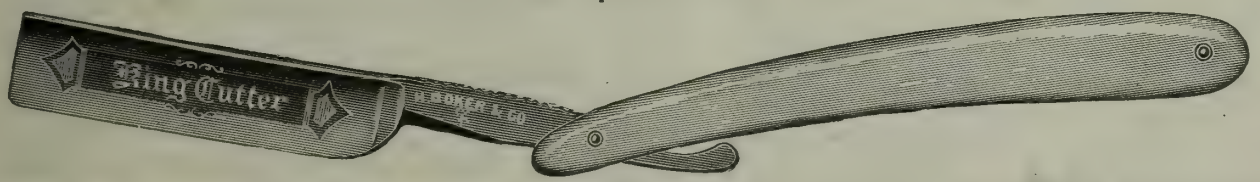
Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

PEER OF THEM ALL

H. Boker & Co.'s "King Cutter" Razor

The Most Popular of All Razors



Ground by the most skillful grinders, every one an expert at his trade. The material, workmanship and finish of these Razors are perfect, and every Razor guaranteed to last a lifetime.

WRITE FOR OUR FREE BOOK:

"Some Pointers for Gentlemen Who Shave Themselves"

McGILL CUTLERY CO., Regd., - P.O. Box 580, Montreal

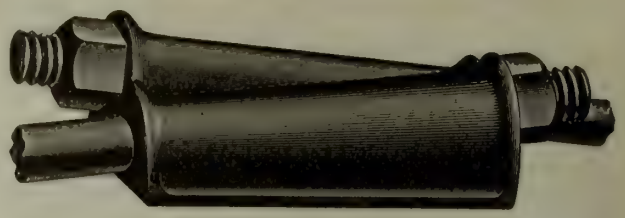
ORNAMENTAL IRON WORK

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PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

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HAMILTON, ONT.

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For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from ⅜ to 1½ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

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This high-grade galvanized steel trough is made from selected metal, and is absolutely rivetless. It is unexcelled in quality and quick-selling ability by any other trough manufactured.

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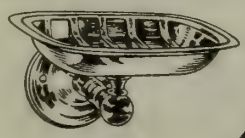
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Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL HALIFAX OTTAWA
HEAD OFFICES TORONTO CANADA
WINNIPEG VANCOUVER ROSSLAND





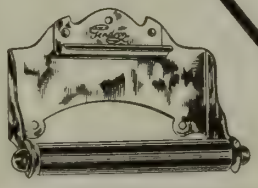
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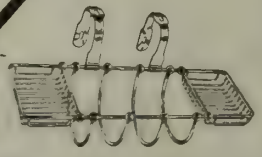
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Limited
DUCHESS STREET
TORONTO, ONT.





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WE CARRY A COMPLETE STOCK OF

Steampipe, Fittings and Brass Goods

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BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



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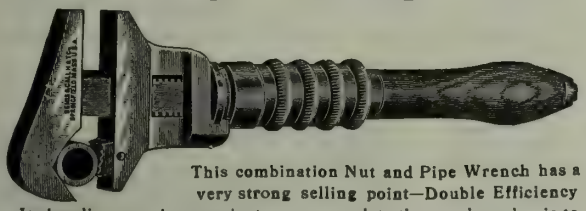
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Prompt delivery from stock

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A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

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When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

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ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

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The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
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THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.
LIMITED
Winnipeg, Manitoba

JOSEPH RODGERS & SONS

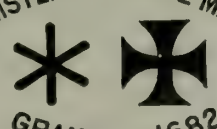
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Avoid imitations of our

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By seeing that this exact mark is on each blade.

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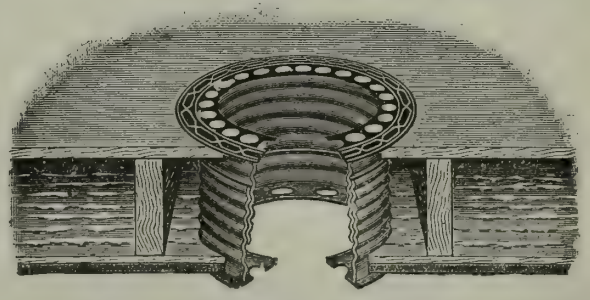


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These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

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DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
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Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

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Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
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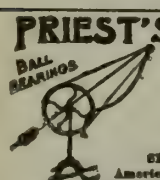
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PRIEST'S CLIPPERS THAT'S SUFFICIENT.



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Wiebusch & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

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Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

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Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

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FILTERS Plain or Screw Faucets 25c Write for discts.
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The Best Door Closer is
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Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
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HARDWARE SPECIALTIES.

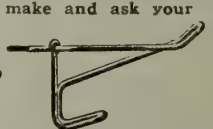
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"When you want Wire Hat & Coat Hooks think of Gold Coin make and ask your Jobber.

JAMES & REID,
Sole Manufacturers
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IRON and STEEL
OF ALL DESCRIPTIONS
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L. MARTIN COMPANY
The world's largest manufacturers of
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62 years' reputation behind every package.
See our quarter-page advertisement appearing every alternate issue of "Hardware & Metal."
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Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

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Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Castings of all Kinds.

Write us for our list of Plow Castings.

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Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc,

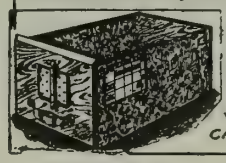
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OWEN SOUND :: ONTARIO

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The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over Wooden boxes

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The PARMENTER BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
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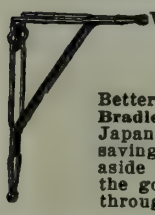
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CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROWS

Agents { Asselin & McMaster, 207 St. James St., Montreal
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Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

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WE MAKE A SPECIALTY OF

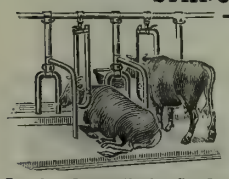
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A want ad. in Hardware and Metal will bring replies from all parts of Canada.

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O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

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The **INFALLIBLE GLAZIER'S DIAMOND**

Just the Tool for Inexperienced Glass Cutters

Made by

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TIMBER JACKS.

TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful, reliable, ex editious. A necessary tool for every farmer.

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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

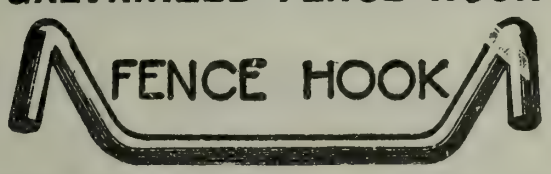


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GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



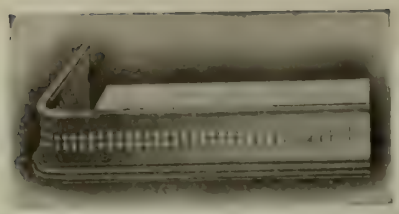
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The Western Wire and Nail Co., Limited, - London, Ont.

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THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

Coppersmiths and Brass Founders, :: :: :: TORONTO, ONT.



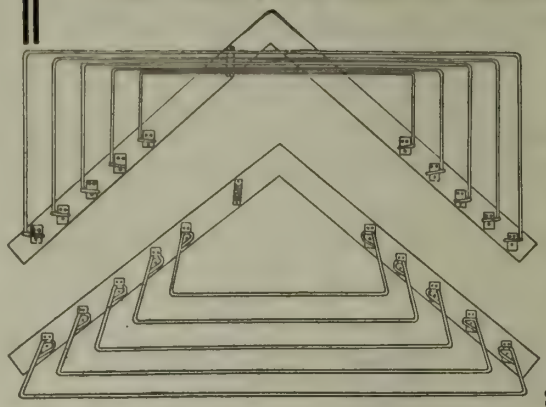
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Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. **WRITE FOR CATALOG.**

Canadian Representative—**H. L. SOPER.**
Post Office Box 1975 - - WINNIPEG

A CONVENIENT CLOTHES RACK



This High-grade rack can be fastened to the wall near a stove or range. When closed it projects only 1 1-2 in. When extended, and all the bails are down, it stands out only 14 ins. from the wall and has a drying space of 19 feet.

Each bail can be lowered separately without interfering with the others.

The sides of the rack are made of hardwood—the bails of galvanized steel, bent so as to be self supporting when in use.

The price of the rack is $1.25 retail, manufacturers' price $9.00 per doz.

This is a sure seller. Order from your wholesaler or direct from us.

Modern Machinery Co.
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PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

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ASHLAND, OHIO
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BUY THE BEST
Star Brand Cotton Rope
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Mention this paper when writing Advertisers.

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DO NOT HESITATE about keeping our high grade silver-plated forks in stock. JUMBO FORKS are QUICK SELLERS and will ALWAYS PLEASE YOUR CUSTOMERS JUMBO FORKS will greatly increase your trade.



The "JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift.

Send a trial order to your nearest wholesale house.
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Niagara Falls, Ontario.

AGENTS: J. Mackay Rose, 88 McGill St, Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man.

THE SPECIAL FEATURES IN MAXWELL'S
Champion High-Speed Washer

make it a winner against all competition Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

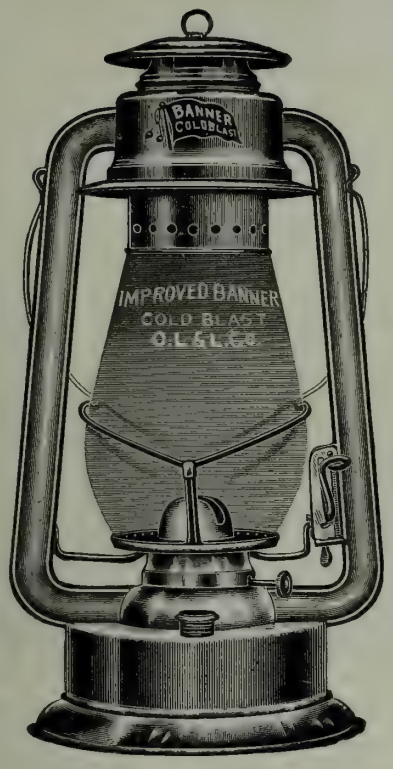
It pays to link up your store with such successes as the CHAMPION.

David Maxwell & Sons, St. Mary's, Ontario



BANNER COLD BLAST LANTERN

NOTE THE POINTS



YOU GET VALUE IN
WORKMANSHIP
MATERIAL
AND
DESIGN

THAT MEANS
SATISFIED
CUSTOMERS

ASK YOUR JOBBER HE HAS THEM

Ontario Lantern & Lamp Co., Limited
HAMILTON, - - ONTARIO

BOOST THE SALES

A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

Office: *BUFFALO, N.Y.*

McKinnon Chain Co.

Factory: *CATHARINES, ONT.*

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

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Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

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Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

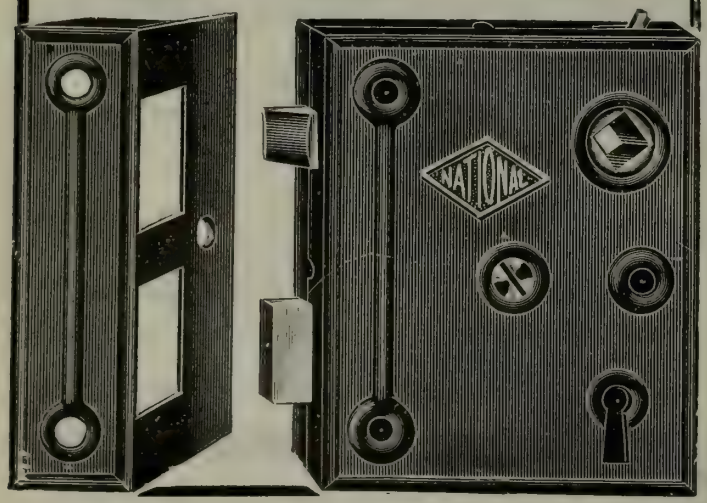
The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA





RESTAURANT URNS

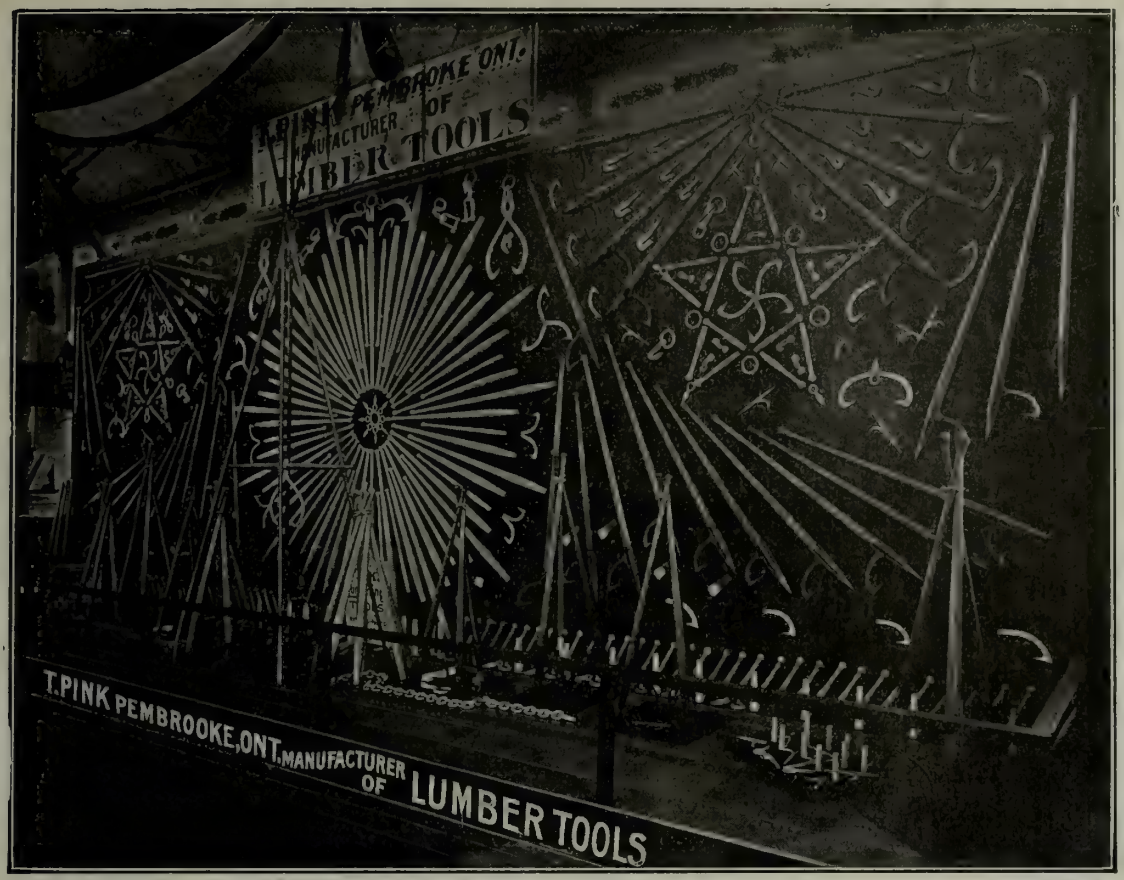
Considering the quality, beauty and selling price of our up-to-date Urns, and the satisfaction they give, they are the cheapest in the long run. The high-class Hotels and Restaurants keep them in prominent places and are proud of their service.

The are guaranteed to bring the **Best Results** in making tea or coffee.

Our **Urns** are inexpensive—you will have a quick seller and a reasonable profit.

Write us at once for proposition.

The BUFFALO MFG. CO., Buffalo, N.Y.
CANADIAN REPRESENTATIVES
H. F. McIntosh & Co., 28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

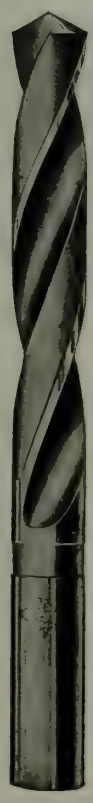
The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



FROM THE STANDPOINT OF ECONOMY

There are no Twist Drills on the Market to-day that equal the

"W & B DIAMOND"

because they will give Greater Service with Less Grinding than any others.

Made from selected Carbon Steel as well as Vanadium High Speed Steel and in all sizes and patterns.

Guaranteed to be absolutely accurate and of highest quality.

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TOOLS OF QUALITY BEAR THESE MARKS

Trade W&B Mark

The "W & B" Trade Mark is a guarantee of Quality and its adoption will give quality to your products.

Consult with your jobber or write us and ask for Catalogue 74 E.

THE WHITMAN & BARNES MANUFACTURING CO.

ESTABLISHED 1854

ST. CATHARINES, : : : : ONTARIO



ATKINS

Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.



No. 190

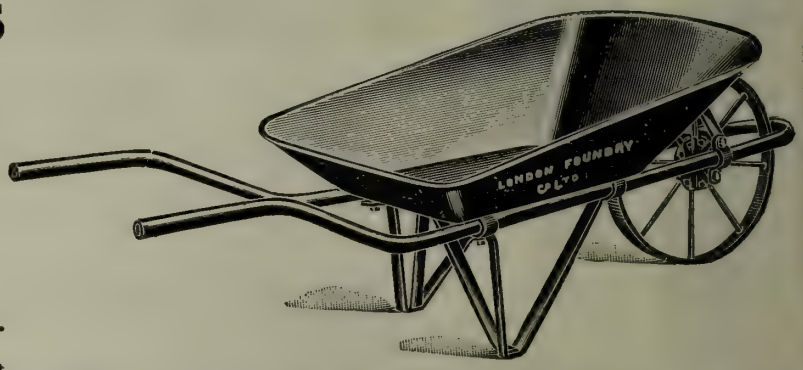
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Hamilton, Ont. MAKERS OF STERLING SAWS U.S. Factory, Indianapolis, Ind.

WHEEL BARROWS

for Every Purpose

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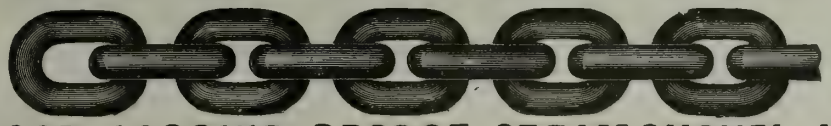
THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

Have the Agency in Your Town for the **Simonds** "Crescent Ground" **Cross-Cut Saws**

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

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Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

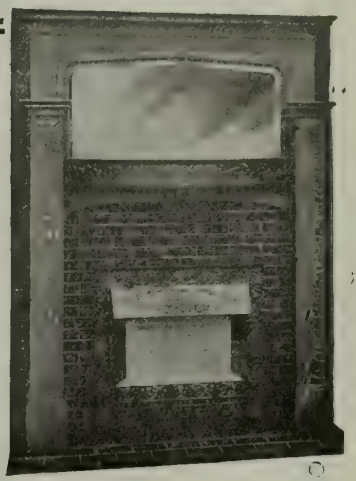
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Montreal, Dec. 4th, 1905
J. W. Harris Mfg. Co., Ltd.
Montreal, Que

Gentlemen:—

It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction

The smoke which we used to have in the house has completely disappeared, owing to the good work of your "Zephyr" Ventilator.

I remain, gentlemen,
Yours truly,
T. A. GAUTHIER,
128 St. Elizabeth St.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



Increased Sales of "Ross" Rifles Will Follow the Wonderful Successes of Canadian Marksmen at Bisley

(*Canadian Associated Press*)

Bisley, Eng., July 22.—The greatest feat ever performed in the history of rifle shooting at Wimbledon, or Bisley, was that performed by Private Clifford, of the 10th Royal Grenadiers, Toronto, this afternoon. On Wednesday last the Canadian marksman won the second most valuable prize of the meeting, the Prince of Wales £100. To-day he added to it the blue ribbon of the meeting, the King's Prize of £250. Never before have these two rich prizes fallen to the same man.

The Bronze Medal awarded the leader at the end of the first stage was won this year by Corporal Trainor, of Toronto. Both marksmen used the Ross Rifle.

Dealers everywhere will see the wisdom of being prepared for increased and increasing sales.

THE ROSS RIFLE CO., Quebec, P.Q.

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6⅞ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

Good Service

and

the quick selling ability of STILL'S AXE HANDLES have placed them in many of the leading hardware stores throughout the Dominion.

STILL'S AXE HANDLES

STILL'S HANDLES have durability and distinction that please the most critical buyer. The wood is carefully selected by men with years of experience. We guarantee every sale a satisfactory one.

WRITE FOR PRICES.

J. H. Still Mfg. Co., Limited

ST. THOMAS, ONTARIO


Salem


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Morrow


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Irwin


Avon


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"New Designs"

Peterborough Lock Mfg. Co., Ltd.

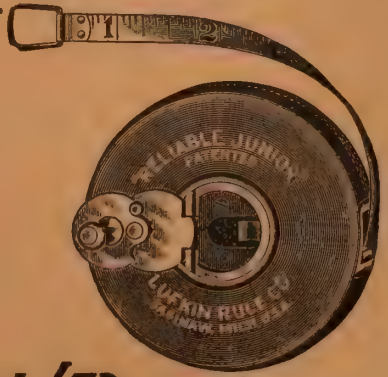
PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

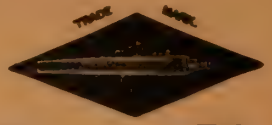
LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
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THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

RADIUM

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

Best English Make

5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

WHY TAKE CHANCES?

A reputation for good quality brings to your store New Customers and Increased Profits, while goods of inferior quality will drive away both customers and profits.

Stanley's Steel BUTTS and HINGES

are the Standard of High Quality in the Hardware World. Protect your business against the danger of inferior quality by ordering goods which are distinguished by this

THE GUARANTY TRADE S.W. MARK OF QUALITY

Stamped on the Goods

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THE STANLEY WORKS

NEW BRITAIN CONN. · U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

ANNUAL FALL NUMBER — CANADA — AUGUST 26TH 1911

VOL. 23 — PUBLICATION OFFICE TORONTO — NO. 34



Will There Be a Stove Shortage?

Practical Ideas for Increasing Fall Trade.

Paper Bag Cookery—Is It a Fad?

Are Canadian Stove Founders Gaining Ground in West?

Modern Ideas in New Hardware Stores.

Price-Maintenance in Stove Department.

Maritime Board of Trade Convention.

THE MACLEAN PUBLISHING COMPANY LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER NEW YORK LONDON ENG.

STEEL SHEETS

To Manufacturers of Stoves and Ranges

We offer several varieties of Sheet Steel particularly adapted to Stove and Range work. We call your special attention to the following:

WELLSVILLE POLISHED

A handsome dark blue polished sheet, specially adapted for high class stoves, stove pipes, elbows, etc. Shipped with an oiled surface.

CANADIAN BLUE.

A blue polished sheet slightly lighter in color and not so highly finished as Wellsville. This is not oiled.

"WOODS" PATENT PLANISHED IRON.

Genuine charcoal hammered bloom iron, withbeautiful dark blue mottled glossy surface, practically impervious to oxidation. This product is equal in every way to the genuine Russia Iron.

"WOODS" HAMMERED POLISHED STEEL.

A hammered steel sheet, with a surface similar to Patent Planished Iron, but not guaranteed against corrosion or rust.

"WOODS" REFINED UNIFORM COLOR.

A high-class sheet, for many years a general favorite on account of its uniform dark color and smooth clean surface. It is a superior product for stovepipe, elbows, etc.

"WOODS" OAK STOVE BODY STEEL.

A highly finished sheet of uniform color, made in gauges 14 to 24, specially for bodies of Round Oak Stoves.

RANGE STEEL.

A smooth, perfectly flat steel sheet, accurately sheared to specified sizes; specially adapted to the manufacture of stoves and ranges.

BLUED STOVE PIPE STOCK.

A good quality sheet of a uniform blue color, one pass cold rolled and box annealed.

NICKEL PLATING STOCK.

A cold rolled full pickled sheet, smooth, clean and free from scale.

AMERICAN BESSEMER.

Made from Bessemer steel, one pass cold rolled and box annealed. A very good sheet for ordinary work, can be Patent Levelled if desired.

BESSEMER BLUE ANNEALED.

Hot rolled, open annealed, furnished in 16 gauge and heavier.

Also special sheets for Deep Stamping or any particular purpose.

B. & S. H. THOMPSON & CO., Limited
MONTREAL

Selling Agents for the United States Steel Products Co., New York;
American Sheet and Tinplate Co., Pittsburg.

Stove Dealers—Attention!

Rumors are never authentic, but unfortunately if not corrected they often gain belief. Some time ago it was decided to reorganize the firm of Bowes, Jamieson & Co., and the report became current among the trade that we were going out of business.

The future name will be Bowes, Jamieson, Limited, and we are in a position to supply the trade in a more satisfactory manner than ever before. We will have a complete new line of Cast Ranges, Steel Ranges, Coal Heaters and a medium-priced Furnace.

We will have a particularly attractive proposition for **Jobbers** and large Dealers, which will be a money maker, and if you wish to change or add to your line, get in touch with us.

BOWES, JAMIESON, Limited

HAMILTON, - CANADA.

For 28 Years Manufacturers of

Garland Stoves and Ranges



FOR YOUR COMING

Christmas Trade

This Illustrates one of our Best Selling

COMMUNITY SILVER CABINETS

Containing 26 pieces, viz:—

6	"Sheraton"	Tea Spoons
6	"	Table Spoons
6	"	Table Forks
6	"	Table Knives (Hollow Handle)
1	"	Butter Knife
1	"	Sugar Spoon

Genuine Mahogany Case. Plush Lined.

Community Silver IS THE BEST PLATED WARE MADE.

THE **"Sheraton"** IS THEIR NEWEST AND MOST HANDSOME DESIGN.

DO NOT BUY

Until you see our excellent line of **Holiday Goods,** comprising Community Silver, "Avalon" and "Sheraton" designs, in all pieces, as well as sets and Cabinets.

CASE CUTLERY
POCKET KNIVES
CASE SCISSORS
MANICURE SETS
LADIES' COMPANIONS

CASE CARVERS
(The celebrated I.X.L. line)
SAFETY RAZORS
CASE RAZORS
CHILD'S SETS

Ask for our NEW GENERAL CATALOGUE

WOOD, VALLANCE Limited

WINNIPEG

Remington Autoloading Rifles

THE FAST SHOOTING, HARD HITTING, MODERN SPORTING RIFLES.

are sold **By Us** in Canada.



NOW
is the time to order this Rifle.

Perfectly Safe
Absolutely Accurate

SPORTING MODEL—35 CALIBER

FIVE-SHOT—TAKE-DOWN—HAMMERLESS RIFLE.

Each Shot strikes with the force of a one-ton blow.

It is the only recoil-operated Rifle which locks the cartridge in the chamber until after the shot is fired.

Big game hunters appreciate this fact, and as a result their preference is for the Remington-UMC always.

The Remington-UMC Autoloading Rifle ejects, reloads and cocks by recoil, and without the loss of a single ounce of muzzle energy. Quickly sighted. No lever to bother with. The hunter doesn't lose command of the situation for a second—and seconds often count.

Hand this rifle to a sportsman. Let him see for himself its features of construction that make it the big game rifle of greatest effectiveness and dependability.

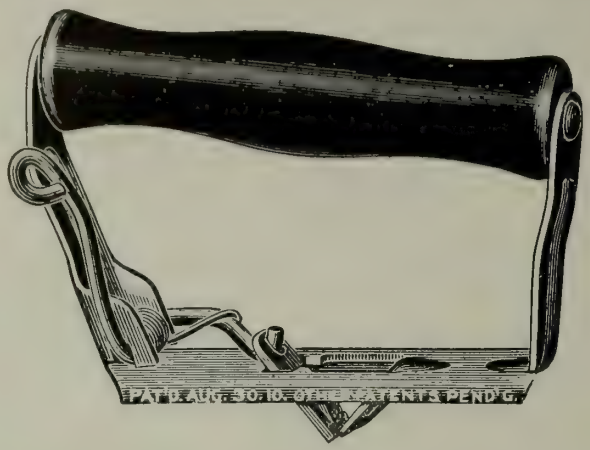
Put in a Stock of Remington Autoloading Rifles and see how quickly this demonstration method of selling will move them.

LEWIS BROS., LIMITED, MONTREAL

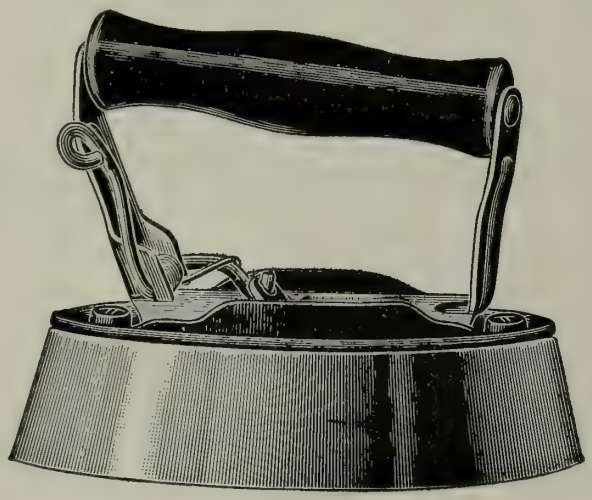
OTTAWA TORONTO VANCOUVER

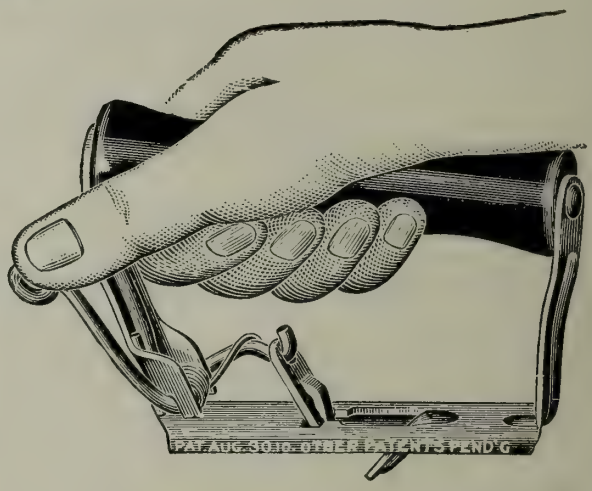
The Universal Sad Iron Handle

Note—
The peculiar slant of the WOOD HANDLE.



The only handle that meets all requirements, and fits all makes of Mrs. Potts' Sad Irons with a TIGHT GRIP





Points of Superiority

The Base is made of steel and will not break, as will handles made of cast iron.
The enamelled wood handle is turned out of straight grain hardwood.
The coiled wire spring is a spring in every sense of the word—It will not lose its temper from the heat.

The lever for attaching and detaching the handle is placed so as to be easily operated. This lever cannot get hot and is indestructible. Compare this feature with the little wood knob of the old style handles.

The crowning feature of the Universal Handle is the locking device. This ingenious appliance makes the Universal the only handle which **Takes a Firm Grip on the Sad Iron and Fits Tightly** any and all makes of Mrs. Potts' Sad Irons.

See our catalogue for our complete line.

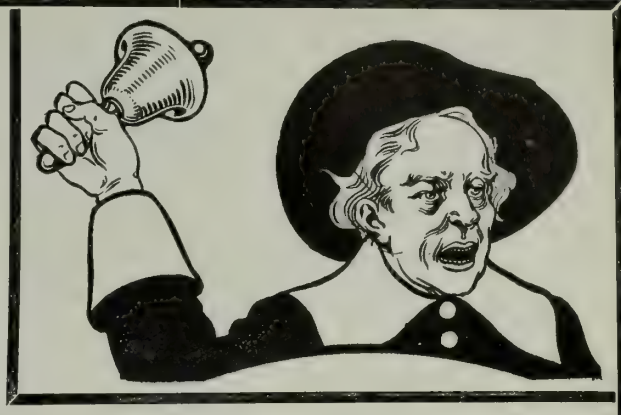
MAIL US YOUR ORDERS ***WRITE FOR PRICES*** WE SHIP PROMPTLY

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL - - - CANADA

THE OLD WAY AND THE NEW





We can talk to more people now through the trade papers than we could in the olden times when the town crier carried our message to the public, but the story is still the same.

Scrupulous care has always been taken to satisfy our customers, make prompt shipments and deliver goods of the highest possible quality.

For many years now we have been reaping the reward of persistent effort to give satisfaction, but our policy is not to relax on account of success but to continue with all the force at our disposal and in this way to add many new customers.

We invite you to send us your Order.

We know you will be both pleased and satisfied with the prompt and careful attention your order will receive and that your shipment will be of the highest possible quality goes without saying. If you have not yet handled the "Samson" lines we will appreciate an inquiry from you which will enable us to give you the necessary information.

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

TORONTO

We Ship Promptly.

Our Prices are Right.

Graham Nails are the Best.

WROUGHT PIPE

BLACK AND GALVANIZED

Sizes 1/8 to 4 Inch.

OUR PIPE IS BRANDED 

Tested to 600 Lbs. Hydraulic Pressure and Guaranteed.

BOLTS AND NUTS, ALSO RIVETS OF ALL KINDS.

Our Bolt and Nut Factory is now being erected
and will be in operation early this Fall.

Canadian Tube & Iron Co., Limited

MONTREAL — Works: Lachine Canal

REMINGTON UMC TRADE MARK

PRICE IS NO OBJECT WHERE THE DAY'S SPORT DEPENDS ON THE AMMUNITION

The Dealer who is awake to the Wants of Sportsmen stocks

Remington-UMC ***Arrow and Nitro Club Smokeless Shot Shells***

because the steel lining gives better pattern, better penetration and greater velocity for the same load.

Remington-UMC ***Steel Lined Shot Shells***

have won the Grand Canadian Handicap for five years straight.
Dependability is guaranteed by the name,

Remington-UMC

Remington-UMC, the perfect shooting combination.

REMINGTON ARMS : : UNION METALLIC CARTRIDGE CO.

299 BROADWAY, NEW YORK CITY

Big Ben

A Watchlike Sleepmeter



Height 7 inches. Dial 4½ inches.
Rings steadily for 5 minutes, intermittently for 10.

HERE'S Big Ben—he's not quite a year old, but in less than a year, he's proven in the States the biggest clock success that we have ever known.—Today, ten months after his appearance, 12,000 jewelers—60 per cent. of the total United States number—sell him at the rate of 2,000 a day, at the highest figure that's ever been quoted.

We have now completed steps to introduce Big Ben to the Canadian trade on as extensive a scale as we did in the United States. Beginning with September we will extend our campaign to all the leading Canadian publications and in order to enable Canadian dealers to get the maximum benefit from our advertising, we are packing Big Ben specially for Canadian trade, 6 in a carton with a full set of Store Selling Helps (2 posters, 2 show cards, 2 metal signs).

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more we print your name on dials, give you the posters, display stand and a beautiful metal sign lithographed in five colors.

The retail Canadian price has been fixed at $3.00. You can sell him for more if you want but you may not sell him for less.—Big Ben is already carried in stock by 34 Canadian wholesalers. We shall be glad to let you have their names upon request.

In broken and dozen lots, $2.20 less 5%. In case lots of 24, $2.10 less 5 %.

The Western Clock Mfg. Co.
La Salle, Illinois



FURNACE TR

"Souvenir"

have been specially designed to your customer has Furnace but if you are selling the a satisfied client with each sale. buyers telling us that the furnaces splendidly after several years' spent on them for repairs.

The "SOUVENIR LINE" world in general, as so many have ample space to burn prop and pass out of this into a heavy steel radiator which encircles this radiator, around the combustion chamber and dome and is this way every possible unit of heat is conserved for the benefit tion the "SOUVENIR" stands alone---a child can work it, and and does away with clinker trouble. The good points of a demonstrated that you have no difficulty in getting customers. show is to sell. So satisfied are we with its high quality that to sent a legal bond, guaranteeing the fire pot against cracks or 5 years.

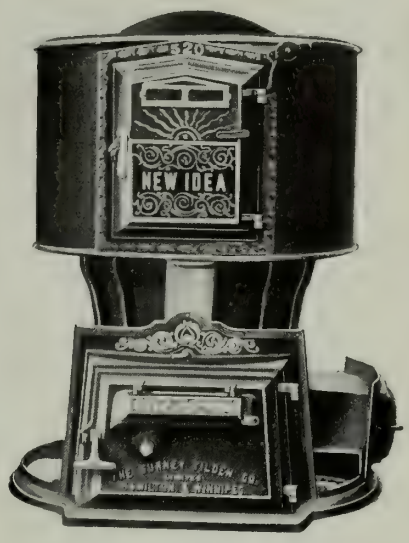
Let us send you our illustrated catalog, giving full particulars construction and working of the most efficient furnace ever

The Hamilton Stove and Heater

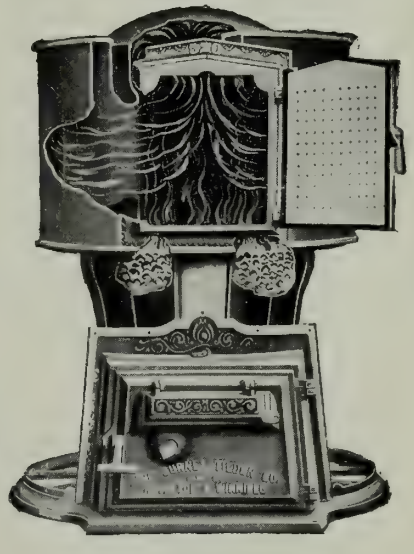
Successors to GURNEY-TILDEN CO.,

OUBLES ENDED!

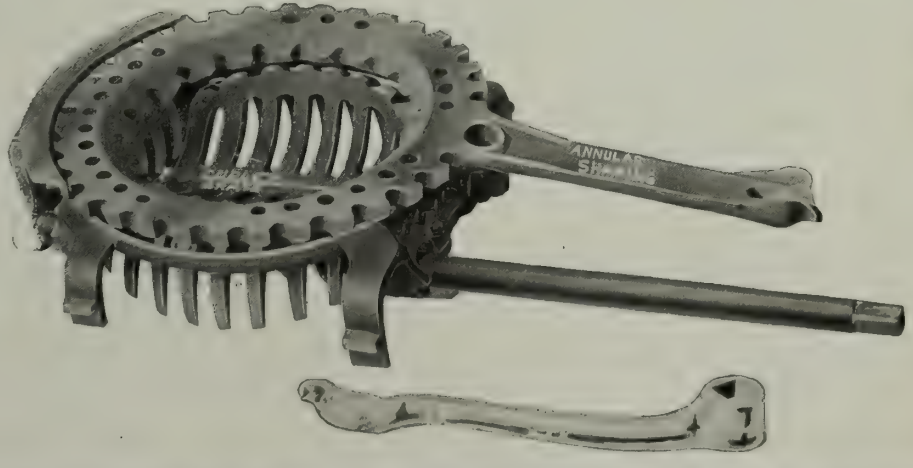
Furnaces



remove the defects in other makes. If troubles it means trouble for you too, "SOUVENIR LINE" you are making We are continually receiving letters from we supplied them are still working usage and without a cent having been



heats the house it is in, not the outside furnaces do. The gases from the coal erly in the large combustion chamber the fire chamber. Air passes all around warmed and sent up into the house. In of the furnace owner. In ease of operayet it cleans the ashes out thoroughly "SOUVENIR" Furnace are so easily With this furnace to every buyer we prebreaks of any kind for



of the made.

Co., Limited

Limited

The

Steel Company of Canada

Limited





M. R. M.

HORSE NAILS



The Quality is Guaranteed by the use of Best Swedish Steel Rods

WOOD SCREWS, MACHINE SCREWS

Bar Iron Bar Steel

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods, Horse Shoes, Wrought Pipe, Wire Field Fencing.

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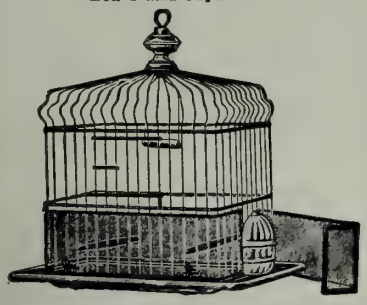
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MADE IN HAMILTON

Bird Cages

Brass and Japanned



For Canaries, Robins, Mocking Birds, Paroquets, Parrots, etc.

Also Breeding and Flight Cages and Cages for Squirrels, White Mice, White Rats, and other small animals.

Stove Pipe Elbows

From 3 to 8 inch.



"O.H." and "COOPER" Pattern.

1 Doz. in a bundle.

Our Pipe and Elbows are guaranteed to fit accurately.

"Anti-Rust" Dairy Pails

Nos. 124 and 126.

SANITARY — DURABLE— GUARANTEED.

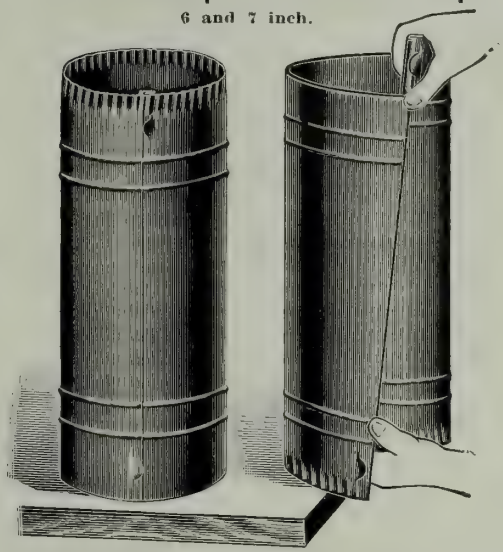


Buying cheap goods to save money is like stopping a clock to save time.

We will replace, free of charge, all "ANTI-RUST" Ware which does not uphold its reputation.

"Perfect Scheip's" Patent Stove Pipe

6 and 7 inch.



Packed 25 lengths in a crate. Fits perfectly—will not telescope—lock cannot fail to work.

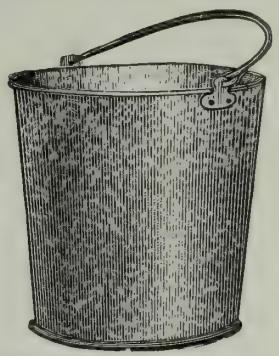
No. 4 Cold Blast Lantern

1911—DOME WELL PATTERN.
LARGE OIL WELL—BRASS BURNER



Rain or melted snow cannot lodge on top of the well and the lantern is therefore practically rust-proof. Packed 1 Doz. in a box.

Galvanized Buckets and Pails



Ordinary standard weights; also extra heavy designs for contractors' use and for special purposes.

Stove Pipe Collars

Lacquered.



From 3 to 8 inch.

1 Doz. in a bundle.

Order from us all stove pipe requisites, such as Dampers, Tees, Tapers, Stove Pipe Wire, etc.

"Anti-Rust" Strainer Pails

14 and 16 quarts.

STRONG—SANITARY—ATTRACTIVE.



A window full of "ANTI-RUST" Tinware will attract attention to your store and lead to profitable results.

No "ANTI-RUST" Tinware is genuine without our label.

See that it appears on every piece of your "ANTI-RUST" stock.

E. T. WRIGHT & CO., HAMILTON, CAN.

(H. G. WRIGHT)

Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man.
Vancouver distributing agents, Macpherson & Teetzel, Vancouver, B.C.
Toronto agent, F. B. Wilson, 33 Maitland Street, Toronto, Ont. Winnipeg agents, W Reynolds & Co., Winnipeg, Man



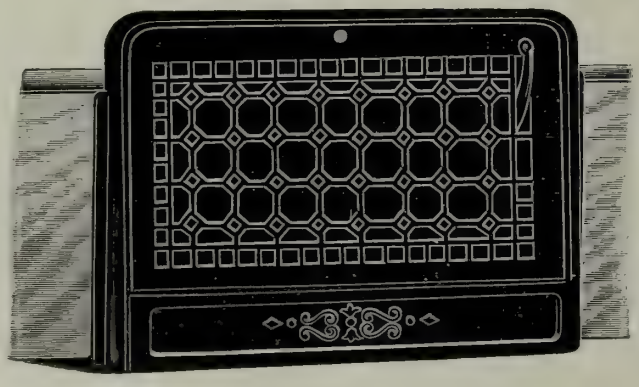
The EMPIRE Steel Range

is made of the best materials and by skilled workmen. It has two flues, perfect fire box, large broiler door and interchangeable and quick heating water reservoir.

It is an ideal range for perfect and rapid heating and baking.

It is extra heavy polished steel, and is handsomely nickelled and built to wear. This is our highest grade steel range, and quite the best range on the market. Its quality, convenience and beauty bring scores of customers.

HOT AIR REGISTERS



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Don't fail to see our exhibit at the Toronto Exhiition.



EMPIRE SPECIAL
New design, made in 8 x 10 and 9 x 12 sizes

Two popular and very neat designs. The attractive "Empire Special" register meets the demand for a register with a larger opening. It sells at a moderate price, and has all the qualities essential for efficiency.

Made in black Japanned, nikel-plated, and oxydized. Write for prices and discounts.

The Canadian Heating and Ventilating Company, Limited

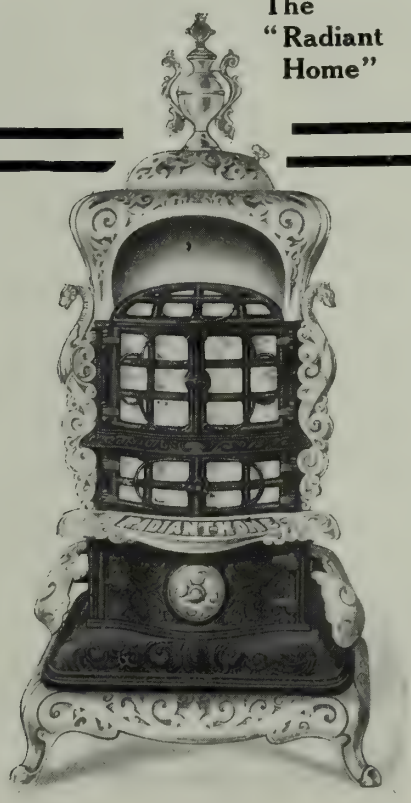
OWEN SOUND, ONT.

Agents—Canada Stove & Furniture Co., Montreal, Que. Christie Bros., Ltd., Winnipeg, Man. M. C. Drew & Son, Vancouver, B.C.

This Stove Burns Stove Coal

It is the only Base Burner specially constructed for burning "Stove" Coal, and is quick in action and always under perfect control. "Stove Size" Anthracite is better than "Chestnut," as it is purer coal, contains from 3 to 4 per cent. less slate and impurities, burns slower and better, with less ashes, gives more heat units, holds far longer, and contains more pounds of real coal to the ton.

The "Radiant Home"



The Least Fuel

The Most Satisfaction

The "RADIANT HOME" was constructed at the request of the Anthracite Coal Mining Companies, and endorsed and recommended by: The Canadian Retail Coal Association, The Susquehanna Coal Company, Lehigh Valley Coal Company, Del., Lock and Western Coal Company, Philadelphia and Reading Coal and Iron Company, Dickson and Eddy. This style is made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.

The WILLIAM BUCK STOVE CO., Ltd.

BRANTFORD MONTREAL WINNIPEG CALGARY SASKATOON VANCOUVER

Make Quality the Basis of Your S ove Trade

YEARS and YEARS of striving towards perfection has made our HEATING and COOKING PRODUCTS the highest grade in Canada. OUR STEEL RANGES, fitted with patent hot blast smoke-consuming fiirebox, are the STANDARD by WHICH ALL OTHERS are judged.

The Cast Ranges and Cook Stoves Stand Alone, Unique, Unrivalled



Cement the friendship of your customers by selling them FAWCETT goods. You can bank on them giving satisfaction.

Heating Stoves for Parlor, Hall or Office, with Special Fuel-Saving Devices. Laundry Stoves, Improved Portable Farmers' Boilers. Warm Air Furnaces, for Coal or Wood. FULLY GUARANTEED.

The Charles Fawcett Manufacturing Company, Limited

SACKVILLE, N.B.

Sales Agencies at MONTREAL, WINNIPEG and VANCOUVER.

DAVIDSON'S
"PREMIER MARATHON"



A High-Class Modern Steel Range

in which every feature of construction has been thoroughly considered to make it handsome in appearance, durable, simple and perfect in operation. It fairly bristles with good talking points.

For instance, you can draw the prospective buyer's attention to the

Extra Heavy Polished Wellsville Steel Body.

The Large Fire-Box.

The Roomy Oven.

New Duplex Grate

Cast Smoke Flue.

Easy Attachment of Reservoirs, and many other features, any of which will attract and hold your customer at once.

We have issued a very interesting booklet illustrating and describing this range, and will be glad to supply any dealer with a specified quantity for distribution.

Made in Four Sizes and Numerous Styles

"Colonial" and "Premier"

BRANDS OF

Enamel Ware



Attractive in color with a smooth and glossy finish.

Made for service, too,
in an almost endless variety of cooking utensils
and other household necessities.

We desire every dealer who is not handling our line to write us at once.
Do it now, and we will arrange for our nearest traveller to call.

THE THOS. DAVIDSON MFG. CO., Limited

Montreal and Winnipeg

We Want Every Canadian Stove Dealer

TO LEARN ABOUT THE LATEST ADDITION
TO OUR LINE, WHICH IS

The Enterprise Prince Steel Range

One of the most attractive Ranges ever yet made in Canada.

It has been a winner from the start.

It is high in quality and low in price, and will prove a trade builder to every dealer handling it.



DESIGN REGISTERED IN CANADA

Its Special Features are:

- Sectional Top, with Key Plates
- Simple Broiler Lift
- Large Pouch Feed
- Duplex Grates
- Porcupine Fire Back (very durable)
- Draft Door to Drop
- Double Check Draft in Pipe
- Simple Oven Damper
- Very Large Flues
- Asbestos Lined
- Heavy Oven Door Spring
- End Feed Door to drop down
- Convenient Clean-Out under Oven
- Full size, square Oven
- Roomy Hot Closet
- Superior Oven Door Handle
- Teapot Shelves on Closet
- Nickelled Front Feet

Oven Door Thermometer included with every Stove.

Like all Enterprise Stoves, this Range is thoroughly made of the Best Materials by Expert Workmen in one of the Finest Stove Foundries in Canada

BURNS ANY KIND OF FUEL

FOUR SIZES:

No. 8-14—Oven 14x18
No. 8-16—Oven 16x18
No. 8-18—Oven 18x18
No. 9-18—Oven 18x18

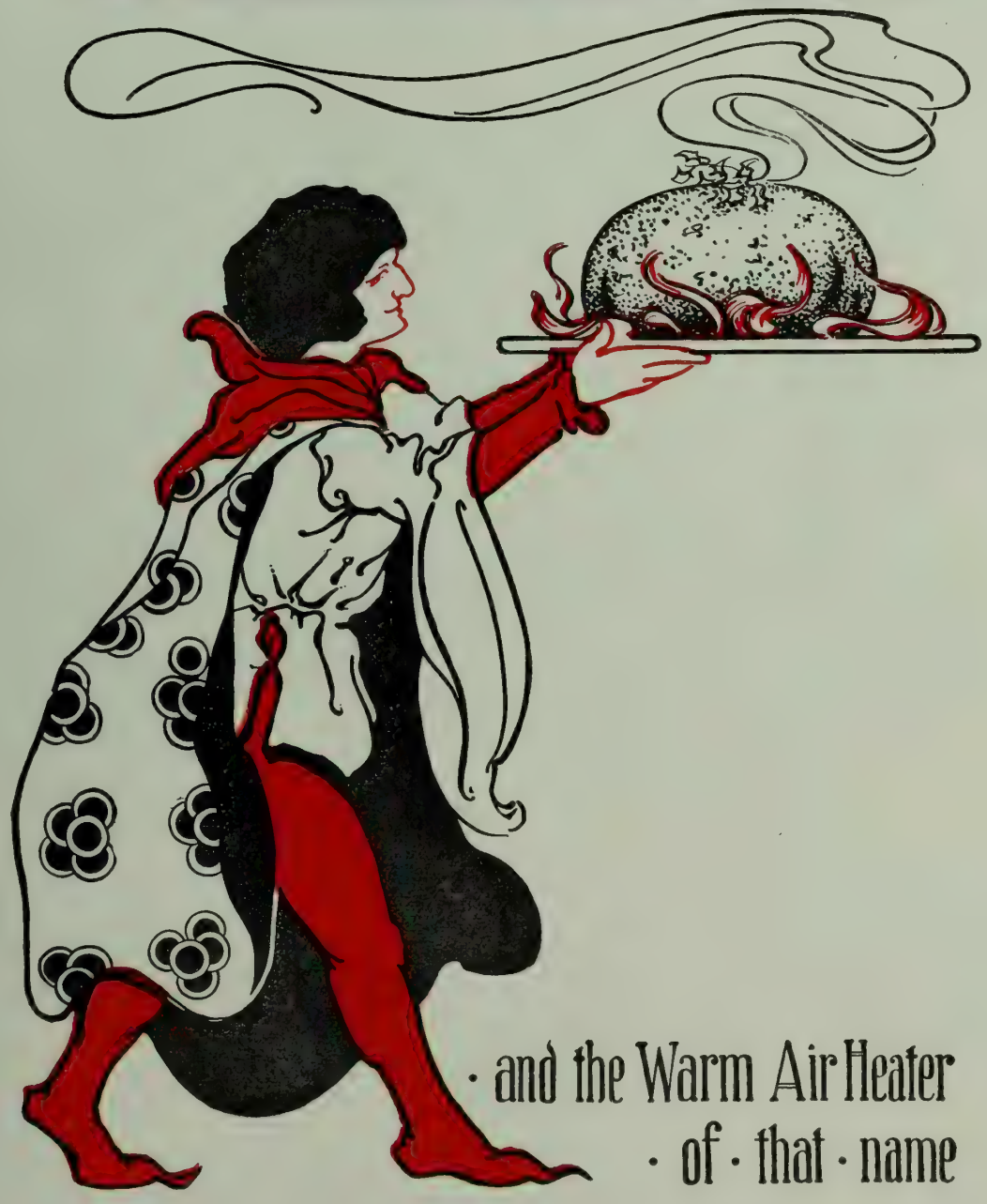
Descriptive Circular on Any Other Enterprise Ranges or Furnaces to Any Address on Request

Drop a Line and Secure the Agency for Our Goods if not already placed in your section

THE ENTERPRISE FOUNDRY CO. : : : Sackville, N.B.

REPRESENTED IN WESTERN CANADA BY
FRED. J. C. COX & CO., Winnipeg, Calgary, Edmonton. W. T. McARTHUR, Vancouver, B.C.
THE ENTERPRISE HARDWARE CO., Saskatoon, Sask.

Good Cheer



· and the Warm Air Heater
· of · that · name

The James Stewart Mfg. Co., Ltd.

Woodstock, Ontario

Western Warehouse, 156 Lombard Street, - Winnipeg, Manitoba

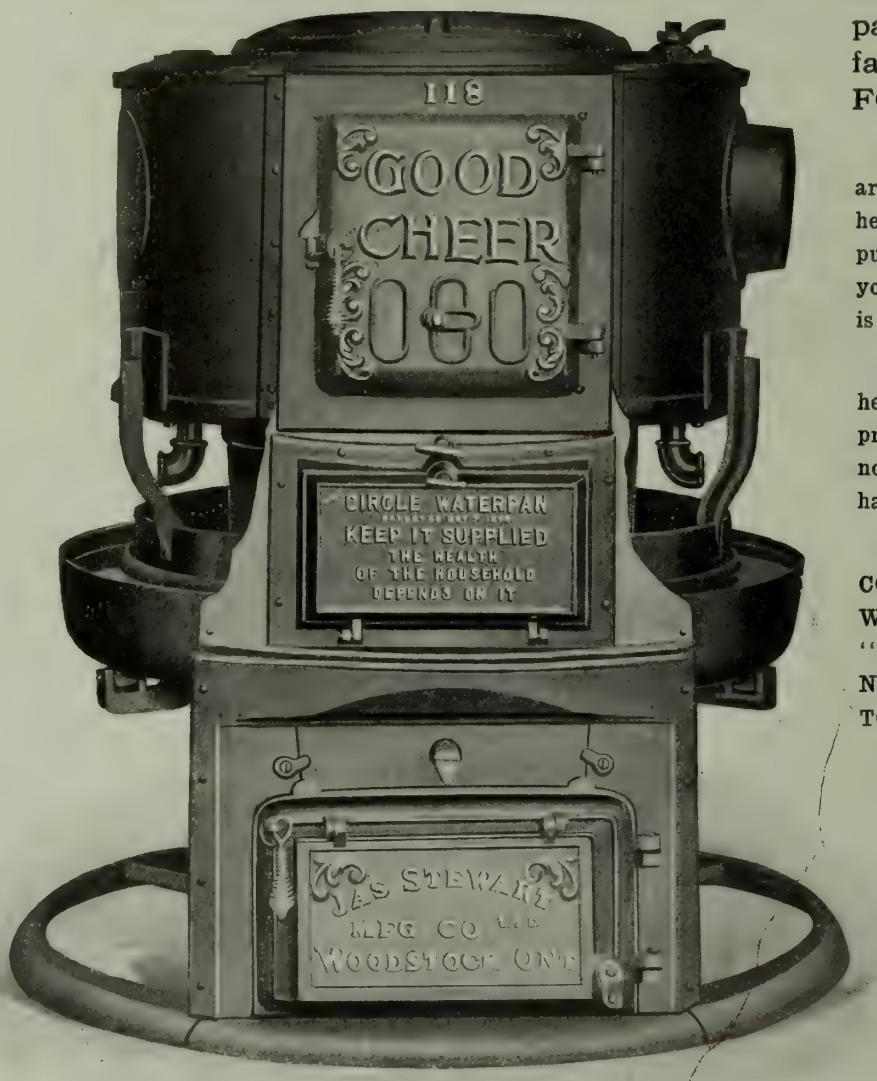
AT THE TORONTO EXHIBITION

MAKE IT A POINT TO SEE THE

"GOOD CHEER"

CIRCLE WATERPAN FURNACE

We can demonstrate conclusively to you that the properly humidified heat which our Circle Waterpan affords undoubtedly favors HEALTH, COMFORT and ECONOMY.



Intelligent furnace purchasers are now insisting on humidified heated air, and in the face of the public demand on this point, are you going to argue that humidity is unnecessary?

Better get in line to supply what he asks for. You get your own price, for the "Good Cheer" is not in the competition class—it has no competitors.

THIS YEAR WE HAVE TWO COMPLETE LINES OF CIRCLE WATER-PAN FURNACES, THE "EQUATOR," OUR NEW FURNACE, BEING SECOND ONLY TO THE "GOOD CHEER."

We also make the neatest and cheapest line of **SIDE WALL REGISTERS** in the market, and a new **SIDE WALL COLD AIR BASE PLATE** of same design as the registers.

Write us **NOW** for particulars.

THE JAMES STEWART MFG. CO., LTD.

WOODSTOCK, ONT.

Western Warehouse:—156 Lombard Street, Winnipeg, Man.

DISTRIBUTING AGENCIES:—McLennan, McFeely & Co. Vancouver, B.C. | Wood, Vallance Hardware Co. Nelson, B.C. | Ross Bros., Limited Edmonton, Alta.

"GOOD CHEER"
HARD SERVICE SERIES

Make a note of it—You'll need them this season



A powerful heater of ample proportions and presentable appearance.

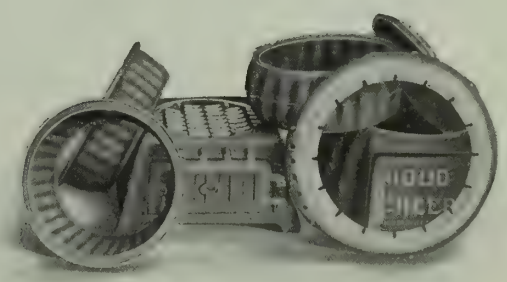
Easy to set up or remove; it pyramids in cup jointed sections, each section separate from the other—no bolts or rods.

Heavy sectional firepot, roller grates, high ashpit and big ashpan, large feed door, and gas burning ring imperative in the use of soft coals.

Radiates heat low down and is just the heater for stores, hotel, billiard, bar or sitting rooms, small churches, school and waiting rooms.

TWO SIZES

17 and 20 inch Firepots



The JAMES STEWART MFG. CO., Ltd.

WESTERN WAREHOUSE
156 Lombard St., WINNIPEG, Man.

Woodstock, Ont.

DISTRIBUTING AGENCIES:

McLENNAN, McFEELEY & CO.
Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO.
Nelson, B.C.

ROSS BROS., Limited
Edmonton, Alta.

The Working Qualities of

"GOOD CHEER" RANGES

Are unsurpassed, and the "Good Cheer" salesman talks with a confidence in his goods which makes quick and satisfactory sales.





We make a wide variety of styles and sizes in both steel and cast iron Ranges, and amply sufficient to cover all your requirements.

Have you handled any of our WASCANA 16-inch oven Steel Ranges? It is one of the most popular small steel ranges offered to-day.

The JAMES STEWART MFG. CO., Ltd.

WESTERN WAREHOUSE
156 Lombard St., WINNIPEG, Man.

Woodstock, Ont.

DISTRIBUTING AGENCIES—McLennan, McFeely & Co. Vancouver, B.C.

Wood, Vallance Hardware Co Nelson, B.C.

Ross Bros., Limited Edmonton, Alta.

Doherty Manufacturing Co.



THE popular **"Stenora"** Range has been before the public for two years, and has given universal satisfaction to every purchaser. Made in two sizes, 18 in. and 20 in. oven. Also **"World's Favorite"** Range — a new line of steel ranges up-to-date in every style. We have been a generation in the stove business and can give to every purchaser stoves made of the best metal, smoothest castings and best fittings known to the trade.

SARNIA : : : ONTARIO



The Paragon Peninsular

With RESERVOIR and HIGH CLOSET For COAL and WOOD

Number	Cover	Oven	Wood Length	Weight
49-16	Four 9-inch	16 x 19 x 12	24	425
69-18	Four 9-inch Two 6-inch	18 x 19 x 12	24	435
69-20	Six 9-inch	20 x 19 x 12	24	450

THIS NEW Medium-priced Steel Range is scoring a great success with the trade, and since putting it on the market this spring we are getting a great many repeat orders. It is beautifully finished, attractive in design, bright and snappy, and appeals instantly both in price and in appearance to prospective buyers.

If you have not received our 1911 Catalogue and Price List, send for Copies.

Clare Brothers & Co., Ltd. : Preston, Ont.

BRANCHES:

CLARE & BROCKEST, Limited, Winnipeg, Man, REYNOLDS & JACKSON, Calgary.
RACE, HUNT & GIDDY, Edmonton Alta. J. M. KAINS & CO., Vancouver.
The MECHANICS' SUPPLY CO., Quebec, Que.

Hecla

Warm Air

Furnaces



Steel-Ribbed Firepots

Fused Joints

Cast Combustion Chamber

Individual Grate Bars

Circular Water Pan

Large Fire Door

For Coal and Wood

CLARE FURNACES are Made in 4 Styles

The HECLA. For people who want the best. Made in five sizes, with capacities ranging from 8,000 cubic feet to 95,000 cubic feet. For coal and wood.

The EMPRESS. Medium price. Made in three sizes, with capacities ranging from 8,000 to 22,000 cubic feet. For coal and wood. This is a new pattern.

The STANDARD. Medium price. Specially adapted for soft coal. Made in 3 sizes with capacities ranging from 8,000 to 22,000 cubic feet. New pattern.

The HILBORN. For wood only. Made in ten sizes, with capacities from 8,000 to 75,000 cubic feet.

Our Furnaces are advertised throughout Canada. Our Selling Plan is efficient.

Our Salesmen are at the disposal of our agents. We carry Large Stocks and can ship promptly.

Clare Brothers & Co., Ltd. : Preston, Ont.

BRANCHES:

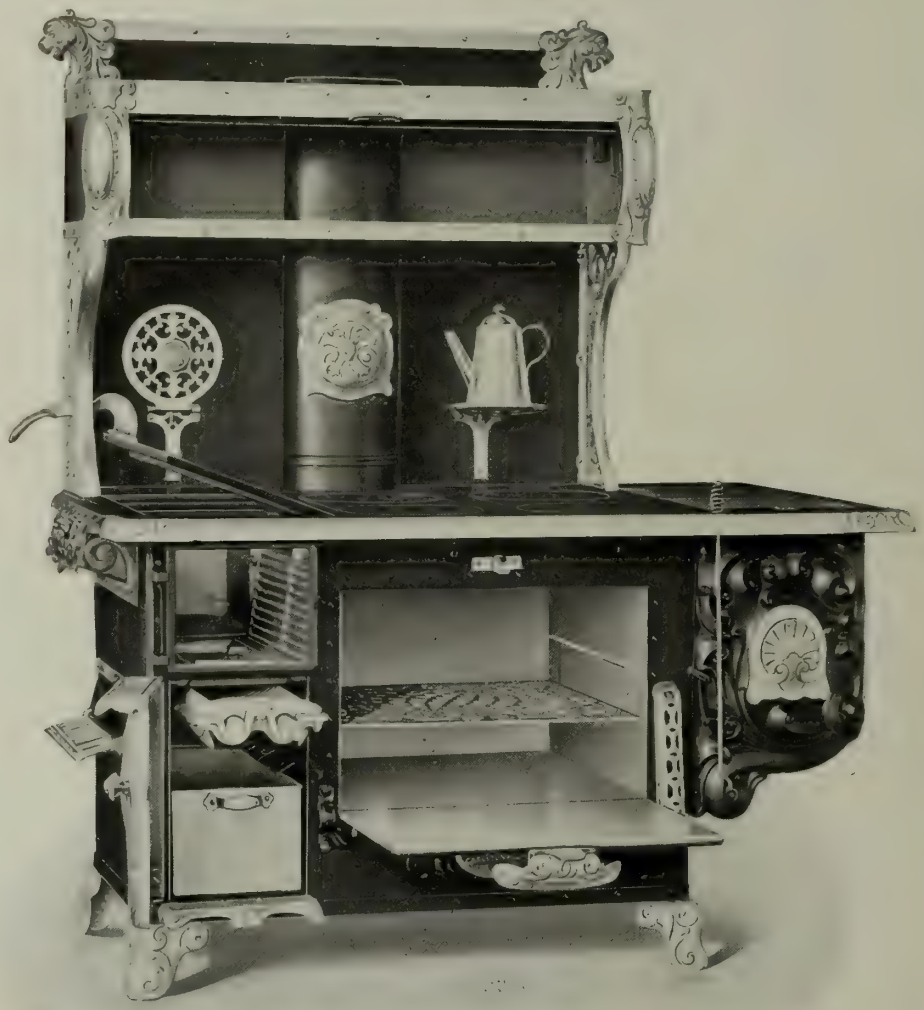
CLARE & BROCKEST, Limited, Winnipeg, Man.
RACE, HUNT & GIDDY, Edmonton, Alta.
REYNOLDS & JACKSON, Calgary.
J. M. KAINS & CO., Vancouver.
The MECHANICS' SUPPLY CO., Quebec, Que.

The UNIVERSAL FAVORITE IS OUR LEADING STEEL RANGE

It has CLASS and INDIVIDUALITY and is probably the best known FAMILY STEEL RANGE on the market to-day.

It is a TRIED and TESTED RANGE and the sale of one in a neighborhood means the sale of a dozen others.

IF YOU ARE NOT HANDLING THIS RANGE, ORDER SAMPLES AND WATCH YOUR STOVE TRADE GROW.



NOTE:— The spacious FIREBOX FOR WOOD, 29 inches long, the large FIREBOX DOOR OPENING, 7½ x 8½ inches, the ROOMY SQUARE OVEN, the TOP HINGED KEY-PLATE. Also NOTE how easily the COAL GRATES can be removed.

The linings can be changed from Coal to Wood or vice versa without removing a bolt or disturbing the Water Front.

THE UNIVERSAL FAVORITE IS CORRECTLY PROPORTIONED AND PERFECT IN EVERY DETAIL.

The DEALERS who buy them—The PEOPLE who use them—our COMPETITORS who see them—all admit that it is CANADA'S GREATEST FAMILY STEEL RANGE.

FINDLAY BROS. CO., LIMITED

Head Office and Works: CARLETON PLACE, ONT.
Branch House: 260 PRINCESS ST., WINNIPEG.

DISTRIBUTING AGENCIES:

H. H. DRYDEN, Sussex, N.B.
STEWART & CO., Toronto, Ont.
D. V. COPE & CO., Calgary, Alta.
REVILLON BROS., Ltd., Edmonton, Alta.
GEO. D. HORSMAN, Vancouver, B.C.

THE REGAL FAVORITE IS OUR LEADING CAST RANGE

It is entirely new and is specially designed and constructed to meet the growing demands for a SIX-HOLE RANGE with an exceptionally large firebox for wood and a well proportioned firebox for coal. ORDER A SAMPLE OF THIS RANGE – EXAMINE IT, WEIGH IT, MEASURE IT, AND TEST IT BY EVERY MEANS.

THERE IS NOTHING ON THE MARKET TO COMPARE WITH IT.



The REGAL FAVORITE is the largest and roomiest COAL AND WOOD RANGE on the market. Burns 27-inch wood. Firebox Door opening, 7 1/2 x 8 inches. Oven measures 20 x 21 1/2 x 13. Roomy Top with Front Hinged Key-Plate.

The Loose Locked Nickel Parts are only one of the many new and excellent Features which are embodied in this Range.

WE WILL SHOW THIS RANGE AND OTHER LEADING LINES AT THE TORONTO FAIR AND CORDIALLY INVITE YOU TO CALL AND INSPECT THEM.

FINDLAY BROS. CO., LIMITED

Head Office and Works: CARLETON PLACE, ONT.
Branch House: 260 PRINCESS ST., WINNIPEG.

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H. H. DRYDEN, Sussex, N.B.
STEWART & CO., Toronto, Ont.
D V. COPE & CO., Calgary, Alta
REVILLON BROS., Ltd., Edmonton, Alta.
GEO. D. HORSMAN, Vancouver, B.C.

The D. Moore Company.



"Empire Treasure"



"Art-Treasure"



"Crown Treasure"

Order now and insure prompt shipment. Will ship any time you say.

Whitest, Brightest and most lasting NICKEL.

GUARANTEE WITH EVERY STOVE.

PERFECT IN EVERY PARTICULAR.

DOUBLE HEATING BASE BURNERS.

Our Three Leaders. See them at the Toronto Exhibition. Our travellers will be on hand to give you any information on Treasure Stoves and Ranges. Manufactured by

The D. Moore Company, Limited

HAMILTON, - - - CANADA

Write us for Catalogue, Circulars or any information.

Jewel Stoves and Ranges



Royal Jewel Steel Range

The Range of Quality.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality.

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

STYLE R.F.

We also make a great variety of **Cast Iron Ranges and Cooking Stoves**, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. **The Grand Jewel Wood Cook Stove** is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of **Heating Stoves** to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

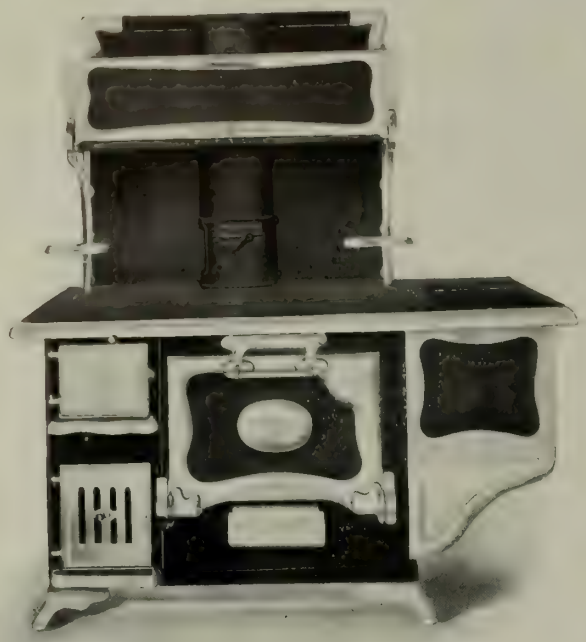
JEWEL TRADE MARK

The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.



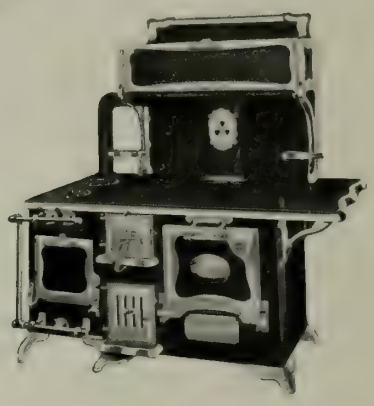
GURNEY-OXFORD QUALITY and

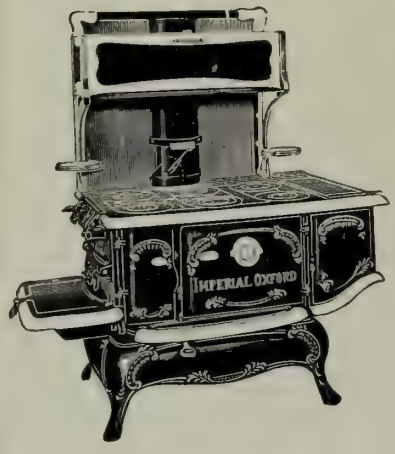




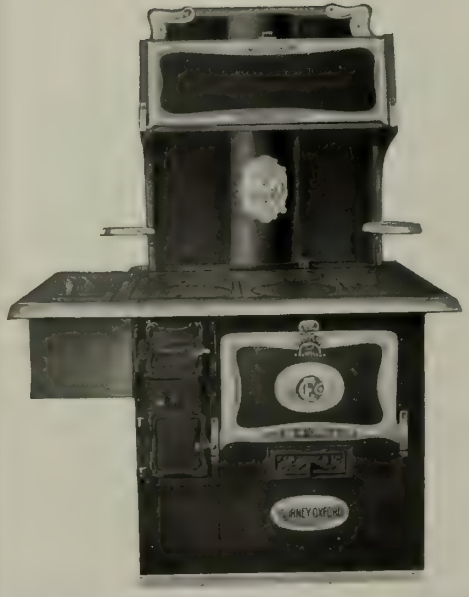
IT is easy to push one GURNEY-OXFORD OXFORD line covers cooking, so each time you sell help you to sell another of the you such a complete argument

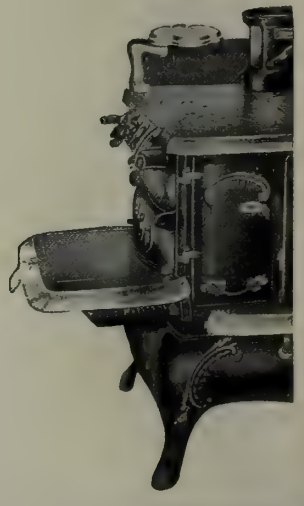
It is easy to sell GURNEY- another reason: there are two that of making the greatest second, that of making the for the dealer. That "greatest concrete working shape. will tell what means we'll use your floor in exchange for











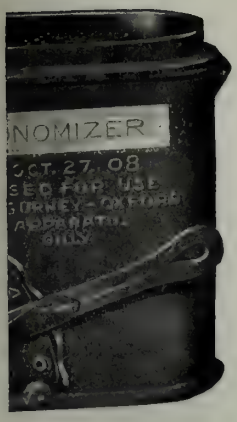
GURNEY-OXFORD

The Gurney Foundry

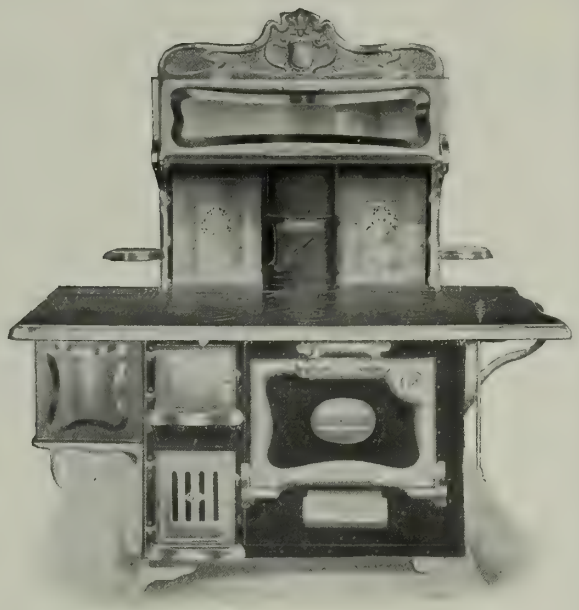
Company, Limited

VARIETY

GURNEY-OXFORD



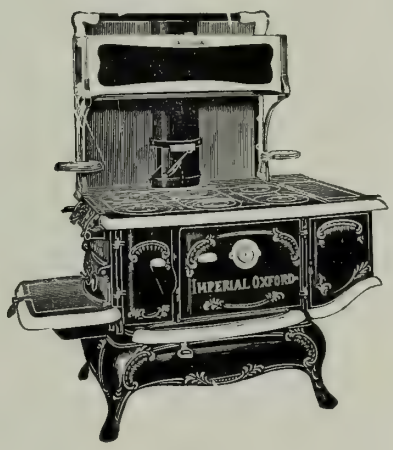




quality trade-mark with the agency. The GURNEY everything for heating and a satisfactory article it will same line. What line offers on quality and variety?

OXFORD stoves for policies that sell stoves. First, effort to sell the dealer; greatest effort to make sales effort" of ours is now in Drop a card for a book that to help you send stoves off coin of the realm.











GURNEY-OXFORD

Montreal **Hamilton** **Winnipeg**

Calgary **Vancouver**

Banner Stoves and Ranges



THE ART BANNER

The design and equipment of this range are the height of stove perfection. It is an entirely new range of the loose hearth pattern.

It is the nattiest, neatest and cheapest range, when quality is considered, ever offered to the trade.

SPECIAL FEATURES:

Flues. Of a depth that insure quick operation.

Oven. Large, square and well ventilated.

Fire Box. Large in size and well proportioned.

Grates. Duplex, for coal, of our latest improved design.

Wood Fixtures. This range is provided with a heavy, durable basket wood grate which is unequalled for wood burning requirements, and will take 24-inch wood.

Nickel Bands. Are all removable and of our most approved form.

Write for full information about this range, because we have the best proposition to offer in the stove line.

The Down Draft Furnace Co., Limited

GALT, :: :: :: :: ONTARIO, CANADA

A Bird in the Hand is Worth a Dozen in the Bush

Your customers who are contemplating putting in furnaces (or any other Heating System) will soon be making their decisions.
Don't let the other fellows get the orders.
Get in early! Get in right, and stay in!

WE ARE READY TO HELP YOU NOW

Our travellers are all over the country drumming up business for you.
IF YOU HAVE A PROSPECT, whose problem is a little out of the ordinary, drop us a post-card and we will have one of our travellers go out with you to see this prospect and show the most economical method of installing the system.

Manufacturers of

Warm Air Furnaces

Combination Heaters

Round and Sectional Boilers for Hot Water and Steam

Registers

Radiators

Ventilating Systems, etc.

We are in a position to quote prices and make prompt shipments of all materials required in the installation of Warm Air, Hot Water and Steam-Heating Systems.



Remember you make a friend of your customer every time you install a Pease Furnace or Heating System.

Our reputation of over 36 years in the manufacture of Warm Air Furnaces and Heating Systems affords an excellent example of a TRIBUTE TO HONEST MANUFACTURE.

Pease Furnaces are constructed from only the best materials.

Remember we can give you immediate shipments on goods ordered before Sept. 15th.

Economy Furnace—300- Series B. Cased, with Vertical Shaker.

PEASE FURNACES

MANUFACTURED BY
PEASE FOUNDRY COMPANY
LIMITED
TORONTO WINNIPEG

WESTERN REPRESENTATIVES
PEASE-WALDON CO., LTD.
WINNIPEG

There is something more than profit in the sale of a

ROYAL RANGE



A few of its Features:

Lift-off nickel parts.

Oven will hold 4 ten-inch pie plates.

Heavy duplex grates.

Twenty-six-inch wood fire box.

7″ x 6½″ Fire door.

44″ x 28″ Top.

Weight, 550 lbs.

Neat copper reservoir.

THE ROYAL MATRON

MADE IN THREE SIZES, 8-18, 9-18, 9-20.

The sale that pleased the Customer more than he anticipated is best, for to PROFIT is added his GOOD WILL.

More than that, each Royal sale starts the folk talking in the neighborhood, and when a new range is needed—They have decided.

We make a great variety of Steel Ranges and Heaters that offer splendid opportunities for enlarging your Bank Account.

We deal with the trade only.

A catalogue for the asking.

THE HARRISTON STOVE CO., LTD.

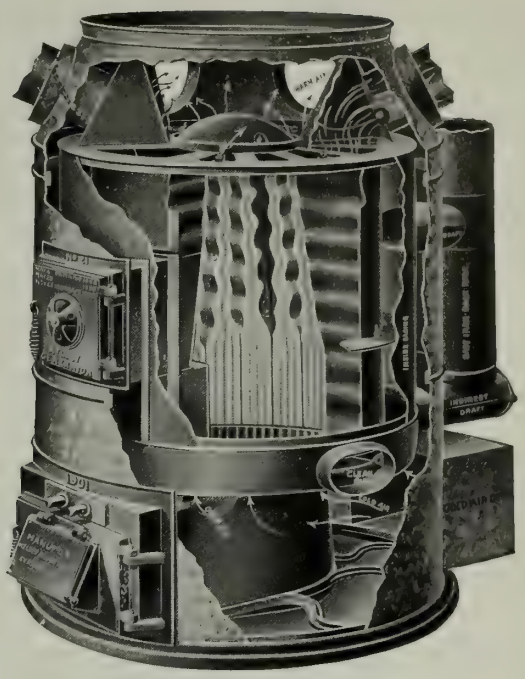
HARRISTON, ONTARIO

Our line of Warm Air Heating Goods, including the

Kelsey Warm Air Generator

is Unequalled and Unapproachable.

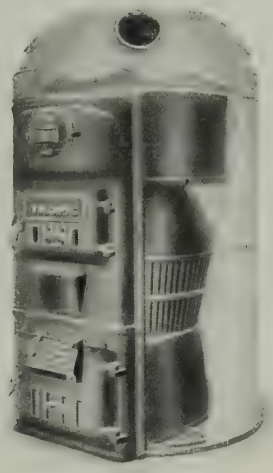
Consider the Kelsey record—*3 sold in 1889, over 40,000 in use to-day.* With the exclusive Kelsey Agency a dealer does not have to enter into competition with the cheaper furnaces.



THE KELSEY WARM AIR GENERATOR, THE HEATER THAT'S DIFFERENT

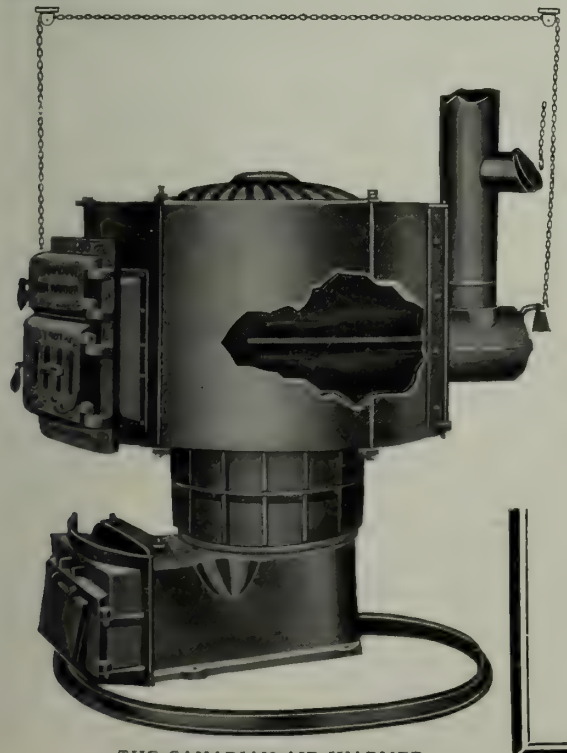
THE TROPIC RADIATOR is of good depth and so constructed that all parts of it are quickly heated after lighting the fire.

Although sold at a low price, it is a durable and effective heater



THE TROPIC

THE TROPIC is our latest effort and is made in three sizes, viz.: 19 in., 21 in., and 24 in. It is well made and where introduced the sales have rapidly increased.



THE CANADIAN AIR WARMER

THE CANADIAN AIR WARMER

for hard, soft, Souris or lignite coal, coke or wood A powerful, economical and durable heater. Note carefully the long down fire travel. *A few distinctive features are*—The straight fire pot, double reversible smoke flues, large double fuel doors, single back pipe, Souris grate for soft coal, triangular grates for hard coal. Full particulars and prices promptly furnished.

WE ALSO MANUFACTURE A COMPLETE LINE OF REGISTERS.

THE

Jas. Smart Mfg. Co.

LIMITED

Winnipeg, Man. G TRADE MARK Brockville, Ont.

IMPERIAL
Base Burning Oak

This belongs to the Colonial Line.—That's Quality. Burns wood or coal equally well.—That's Convenience. Has the largest heating surface.--That's Economy.

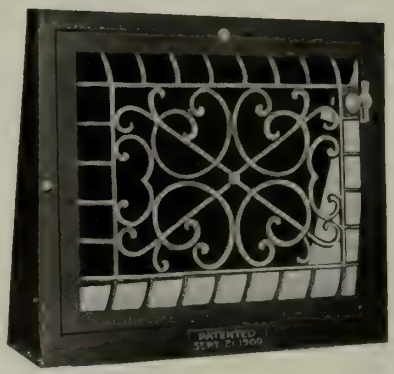




There is nothing on the market can equal the good service of this stove at such a reasonable price. It will pay you to handle it.

Write for full Information.

The
Percival Plow & Stove Co.
Limited
MERRICKVILLE, ONTARIO



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

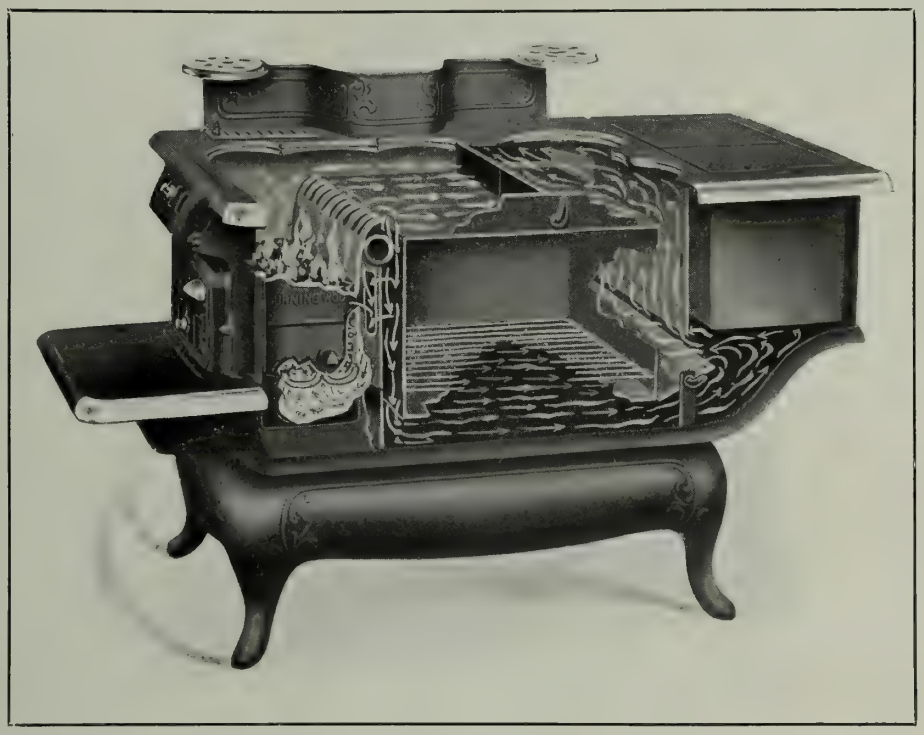
The Jas. Stewart Manufacturing Co., Ltd.
Woodstock, Ontario

We Absolutely Guarantee

With Better Results

A 50 per cent. Saving In Fuel

DEALER, Why don't you handle a line of ranges you can make some money out of?



Thousands of these ranges are in use all over Canada and people will have no other when once used.

The cut displays our Cast Iron Range, showing the Fire Travel.

Our Construction is absolutely Non-Competitive.

Made in Steel and Cast Iron, has not a Peer.

The only money maker for the dealer, as these are the only patented lines in the world.

Be sure and see our exhibit at the Toronto Exhibition.

GUARANTEED AND MANUFACTURED BY

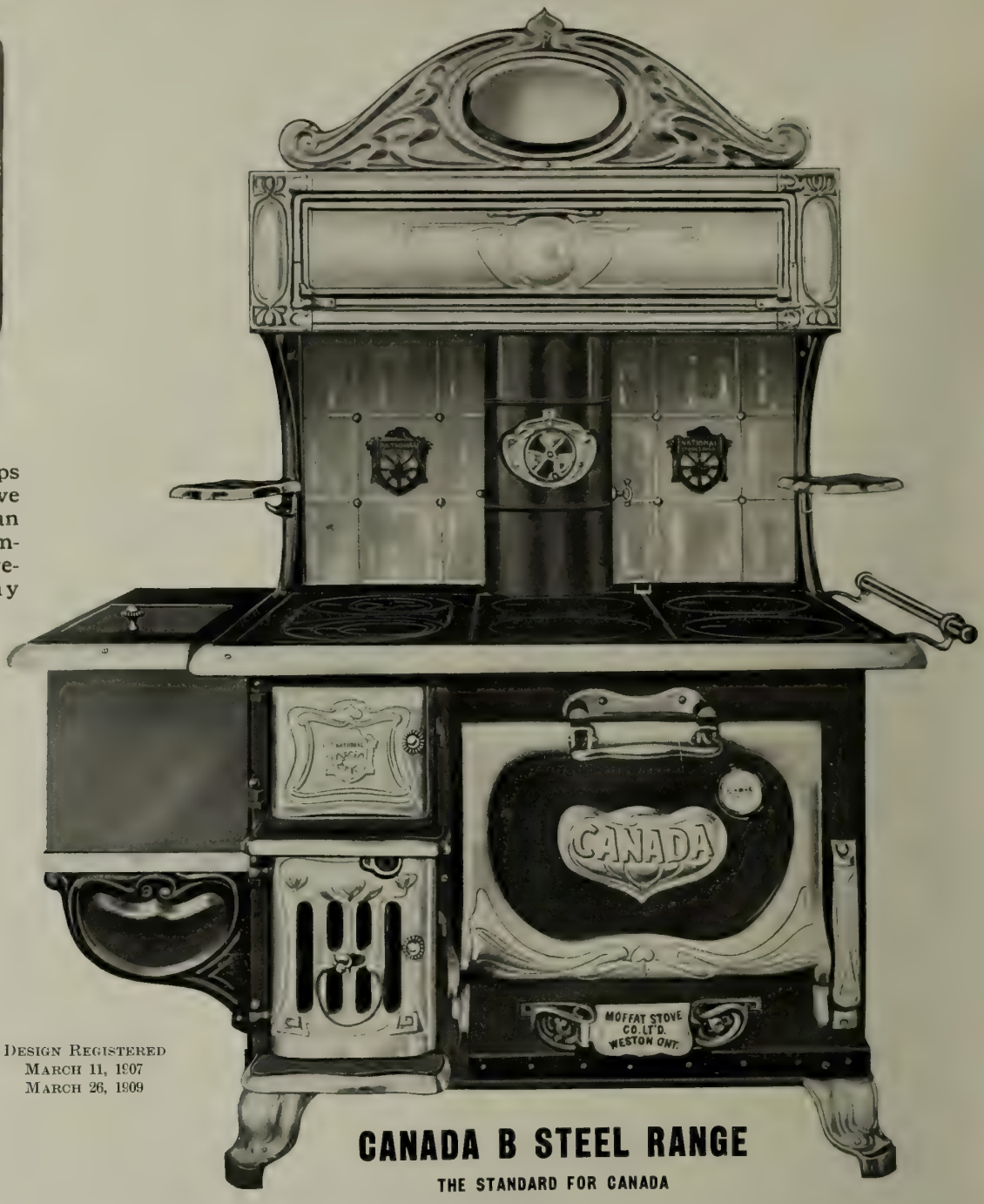
The Supreme Heating Co., Limited

Welland, Ontario



Top Plan of the "CANADA B"

Out of 50,000 Steel Tops of the above pattern we have never yet had an order for repairs. Compare this with your repair list and railway breakages.



DESIGN REGISTERED
MARCH 11, 1907
MARCH 26, 1909

CANADA B STEEL RANGE

THE STANDARD FOR CANADA

On Legs, with Full Nickel Warming Oven, new Registered Pattern Front Mirror Frame, and Special Tile Panels.

The full nickel is finished like silver plate---no dead spaces or corners to collect dust. Can be wiped off and cleaned with an ordinary duster. We are the only firm in the world who are finishing nickel in this manner. This costs more and requires high-grade materials, but the best is none too good for our customers.

The Front Mirror Frame is fitted with Bevel Edge Plate Mirror and the design is registered.

The Special Tile can be had in yellow or green tints, with trade mark in colors. A Fire-Resisting Glass Door with Thermometer can be supplied on the 18 and 20 inch ovens.

The MOFFAT STOVE CO., Limited, WESTON, ONT.

WINNIPEG CALGARY VANCOUVER

The "Saskalta" Range

with new enameled tile back



You have doubtless heard of the "Saskalta" Range, but the "Enameled tile back" is a new feature which certainly increases the value of this efficient range.

The "Saskalta" has been on the market for some time, and has proven more than satisfactory, but we thought that this "tile back" would make it more modern and sanitary, so we adopted it.

The Enameled tile back is furnished on the Pandora and Kootenay Ranges as well.

The "Saskalta" Range is unequalled in efficiency and durability. Modern features such as those incorporated in the "Saskalta" make the Range saleable and much more sought after than the ordinary article.

The "Saskalta" is a good investment from the standpoint of both the dealer and consumer.

McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
ST. JOHN

HAMILTON
CALGARY
SASKATOON

THE "SOFCO" HEATER

Burns Soft Coal

Built especially for soft coal districts



More Heat

—

Less Fuel

—

Inexpensive Fuel

Do Your Customers Burn Soft Coal?

If they do, you have no doubt heard of their trouble with the ordinary heater---a heater not suited to the demands of soft coal.

Above you will see an illustration of

The "SOFCO" Heater

built especially for soft coal districts.

This heater is a smoke and gas consumer, the only method by which soft coal can be burned successfully.

Soft coal is a good fuel if it is harnessed correctly, and many more people would use it than at present if they knew of the "Sofco."

The "Sofco" is a tested heater, backed by the McClary Mfg. Co.

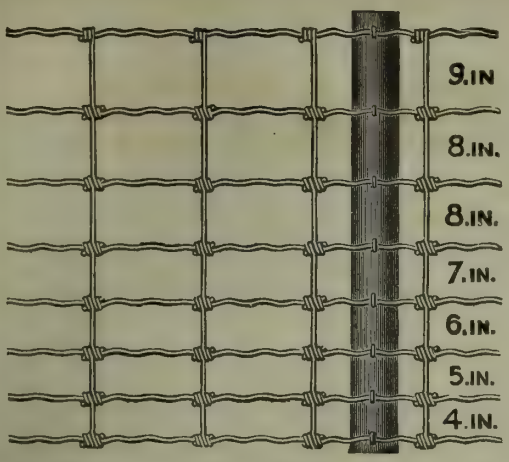
There is business in it for you if you will go after it.

McCLARY'S

LONDON
TORONTO
WINNIPEG

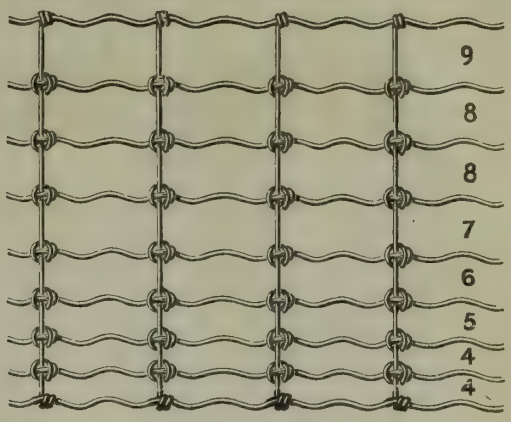
ST. JOHN'S N.B.
MONTREAL
VANCOUVER

SASKATOON
HAMILTON
CALGARY

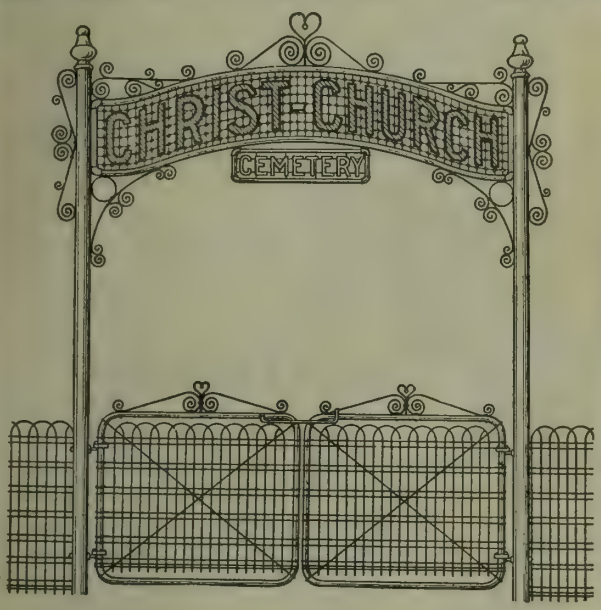








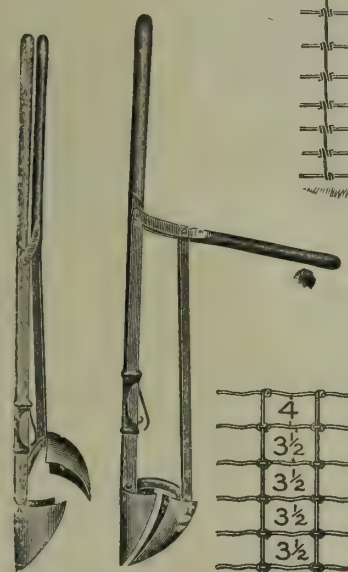
SAFE-LOCK AND MONARCH FENCES



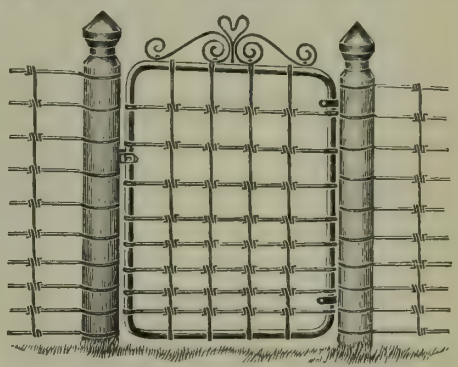
CEMETERY ARCH
Massive and Strong.



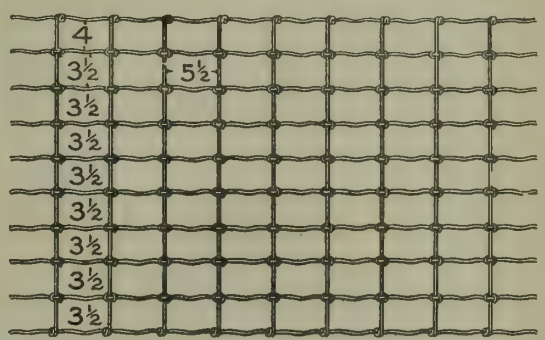
ACME LAWN FENCE
From 12 inches to 72 inches high.



UNIVERSAL POST HOLE DIGGERS



FARM AND WALK GATES
Made in all Sizes, with or without Scrolls.



STABLE GUARD
For Front of Horse and Cattle Stalls.

WE ALSO SUPPLY FENCE STAPLES AND HOOKS, STEEL FENCE POSTS, COILED AND STRAIGHT WIRE, — IN SHORT, EVERYTHING IN THE FENCE LINE.

Write For Our Illustrated Catalogue.

OWEN SOUND WIRE FENCE CO., LIMITED
OWEN SOUND, ONTARIO.


WARRANTY.

Cummer-Dowswell

LABOR-SAVING MACHINES

SUSTAIN TWO REPUTATIONS

The MAKERS'

AND THE

DEALERS'


NEW CENTURY "B."

C-D Machines
are
Stronger
More Durable
Better Made
Better Finished
Simpler
and
Easier Worked


NEW CENTURY "D."

C-D Machines
do
More Work
Faster Work
Cleaner Work
With Less
Labor
and
Wear on Clothes


IDEAL.

They contain more Exclusive Features, Please the User, and bring Trade and Profit to the Dealer.



RELIANCE.

CUMMER-DOWSWELL, Limited

HAMILTON, ONT.

Agents: W. L. HALDIMAND & SON, Montreal, Quebec.

Agents: H. F. MOULDEN & SON, Winnipeg, Man.

Your Best Money-Maker

HAS ARRIVED



The Vacuum Cleaner Business has grown to tremendous proportions within the past year or two and there are a great many machines on the market, both hand and electrically operated. Hand operated machines have sold at prices within the reach of everybody but they have not given perfect satisfaction, owing to the labor of operating and the uneven suction. The Prices of Electrically operated machines thus far have been beyond reason, but now we have placed on the market



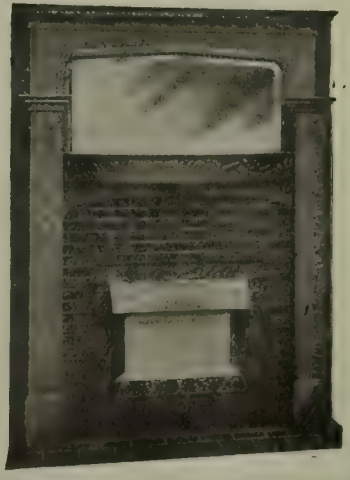
"THE CROWN ELECTRIC SUCTION CLEANER"
Retailing at $30.00. "Fully Guaranteed"

As light in weight as a carpet sweeper and more easily handled. It is the finest Suction Cleaner on the market and will do the work better than any. The rush is now on. Write immediately for descriptive matter and prices. You can sell this machine to everybody.

The Barton Netting Company, Ltd.
38 Ouelette Avenue, Windsor, Ont.

Now is the time --- These are the goods

THIS MANTEL



Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited
38 Ouelette Avenue, Windsor, Ont.



COPYRIGHT, 1909, BY THE STANLEY RULE AND LEVEL COMPANY

Stanley Tools

THE "BAILEY" Iron Plane has been the standard for over forty years and during that period has always maintained the leading position. From time to time other Iron Planes made in imitation of this celebrated plane have appeared upon the market. These imitation Planes are often put up with numbers and labels designed to make the consumer think that he is obtaining the "BAILEY" Plane. We are the sole manufacturers of the "BAILEY" Plane. Every Plane has the name "BAILEY" and the number cast in the bottom, and the name "STANLEY" is stamped on each cutter. Always insist that your order be filled with planes made by the Stanley Rule & Level Co., which carry with them a guarantee backed by a Company who have been manufacturing Carpenters' and Mechanics' tools for over half a century.

Made in Canada.

Address all communications to:

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

Henry Rogers, Sons & Co., Limited

(ESTABLISHED OVER A CENTURY)

WOLVERHAMPTON & SHEFFIELD

Canadian Branch:

6 St. Sacrament St.
Montreal.





METALS

Galvanized and Black Sheets, Bars, Tinplates, Pig Iron, Lead, etc.

Table and Pocket Cutlery, Razors, Butcher Knives and Case Goods.

CUTLERY

FOR VARIETY the splendid range of goods we are now showing is without a rival in the market.

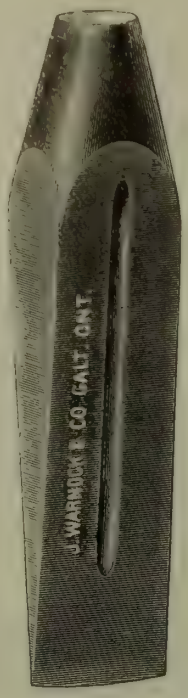
IN QUALITY it is equal to the best that can be produced.

Case Goods and Cutlery carried in Stock at Montreal.

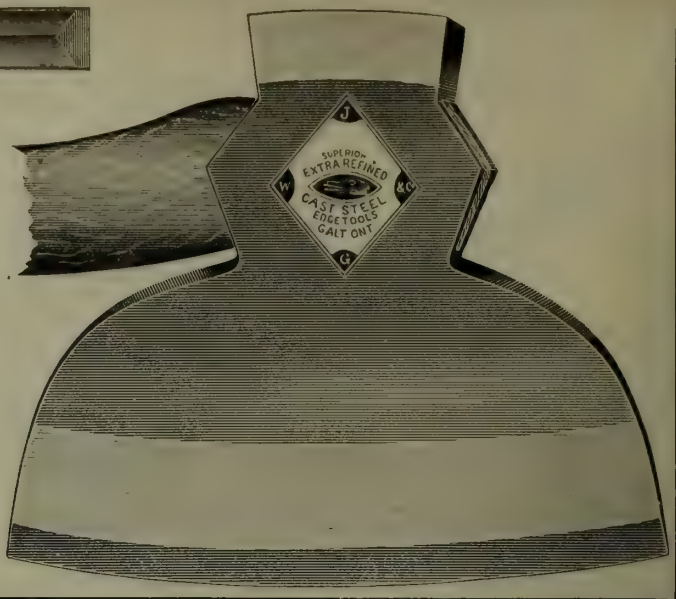
SEND FOR ILLUSTRATED STOCK LIST

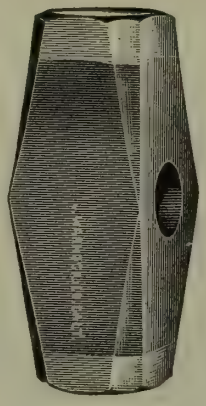
HARDWARE
OF EVERY DESCRIPTION

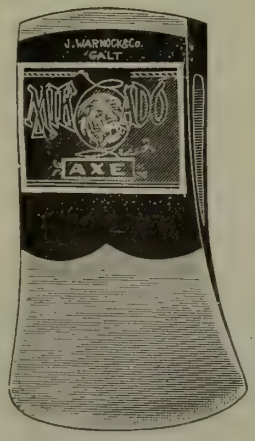












We Manufacture a Guaranteed Line of

Axes
Chisels
Draw Knives
Hammers
Lumbering Tools
Adzes

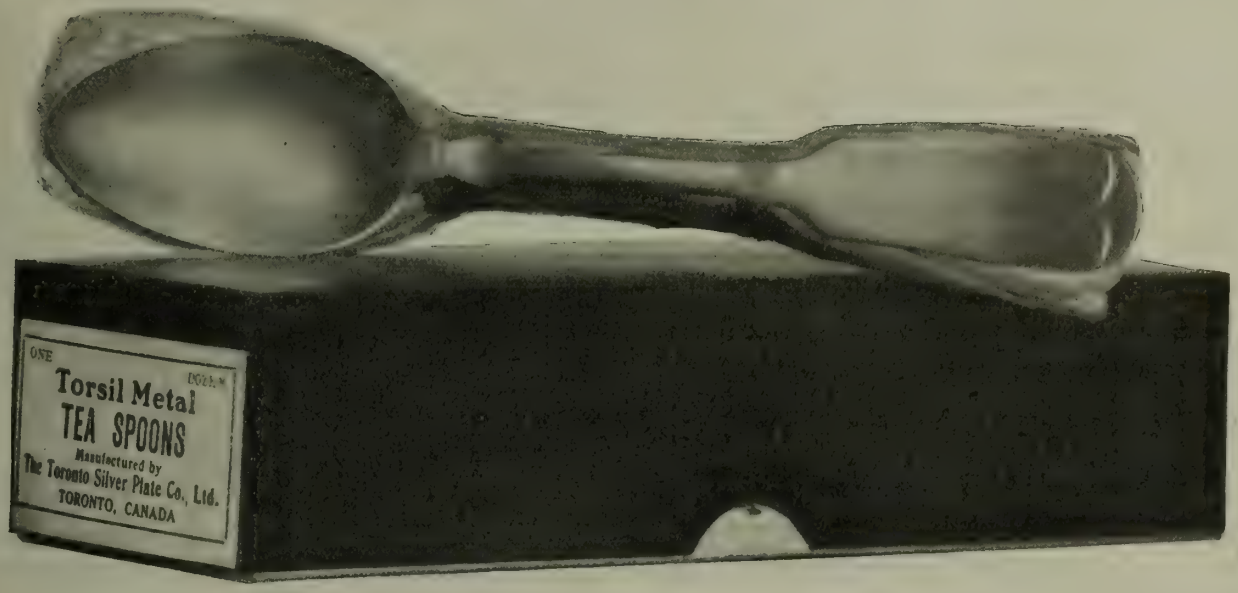
A splendid line which will enable you to secure a high class, satisfactory hardware business.

Allan Hills Edge Tool Co.
Limited

Galt - Ontario

THE TORONTO SILVER PLATE CO. LIMITED

Tipped Pattern in Torsil Metal



Spoons and Forks made of Torsil Metal are guaranteed solid Metal throughout. Torsil Metal is a solid White Metal, combining durability and strength, no coating to wear off, will not rust, for hard usage will give perfect satisfaction.

For Hotels, Restaurants and family use, where customer does not wish to go to the expense of plated goods, Torsil Metal is without a parallel.

As there is no Plate to wear off, any Silver Powder, Chalk or Electroine can be used to clean them; the more they are cleaned the whiter and more beautiful they become.

	Light weight	Heavy weight
Teaspoons, small, per dozen	$ .78	
Teaspoons, medium, per dozen	.96	$1.60
Teaspoons, large, per dozen	1.16	2.00
Dessert spoons, per dozen	2.22	3.00
Table spoons, per dozen	2.70	3.50
Dessert forks, per dozen	2.22	3.00
Medium forks, per dozen	2.70	3.50

Above prices subject to a trade discount of 50%.

Torsil Metal Spoons and Forks are tied up in sets of six, packed one dozen in an olive green box and nicely labelled.

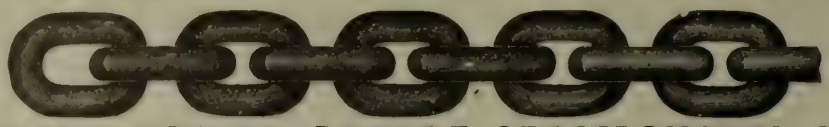
The Toronto Silver Plate Co., Limited

Silversmiths and Manufacturers of Electro Silver Plate

Factories and Salesrooms:
WEST KING ST., TORONTO

E. G. GOODERHAM,
President

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

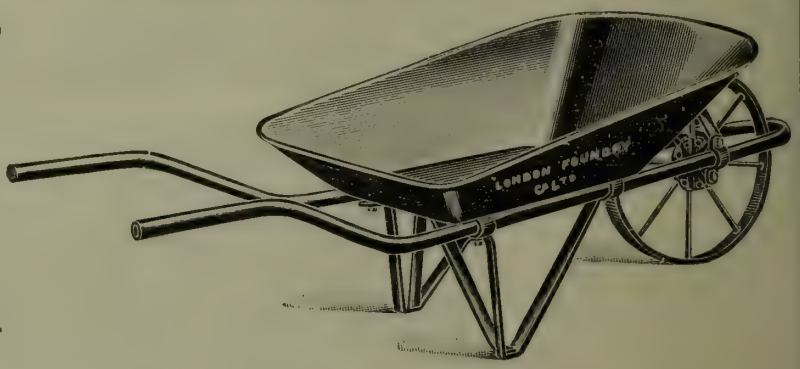
ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

WHEEL BARROWS

for Every Purpose

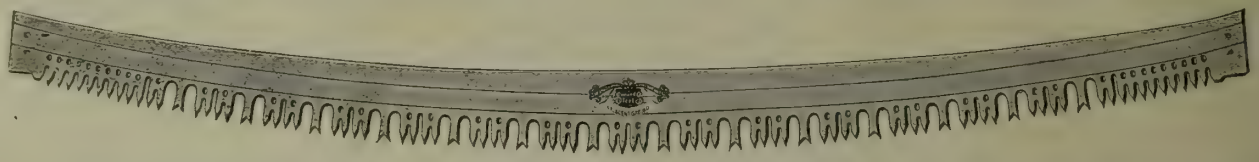
We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

Have the Agency in Your Town for the Simonds "Crescent Ground" Cross-Cut Saws



It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

CSGCo. CRESCENT BRAND

BUTTS AND HINGES

Our Brand guarantees the quality and your protection.

The demand is such that we are constantly asked

How many can you deliver us?

Do you not sell them?

Perhaps that is what is wrong with your hinge trade.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

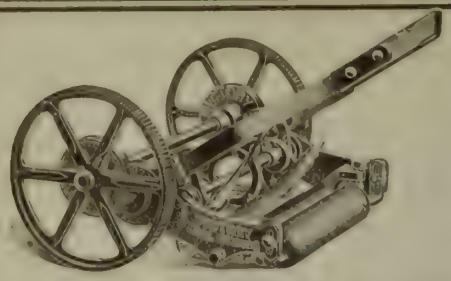
KITCHEN SET.

Shows value three times its cost.

AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865



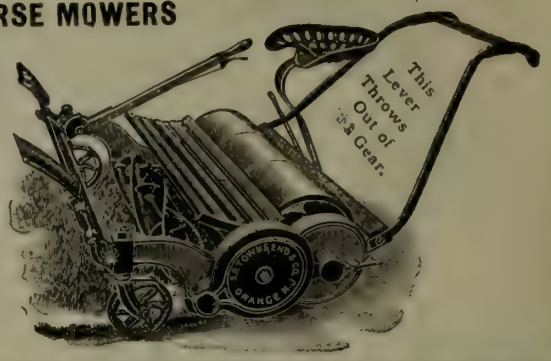
TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

This Lever Raises the Knives.

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



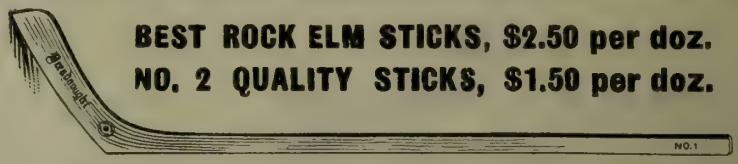
Write for Catalog

S. P. Townsend & Co.

ORANGE, N.J.

HOCKEY STICKS

Now is the time to buy your season's supply. You can have any special stick at the same price by sending sample to the undersigned with the order.



BEST ROCK ELM STICKS, $2.50 per doz.
NO. 2 QUALITY STICKS, $1.50 per doz.

This Price good only for 1911.
No Stick Better at any price.

ASK FOR CATALOGUE

D. M. BOWMAN, - Floradale, Ont.



Coal Bags

We manufacture these of No. 2, 4 or No. 6 duck and of heavy jute goods.

They are sewn with heavy cord on special machines and well riveted.

Write for prices and samples.

WATERPROOF HORSE AND WAGON COVERS

We manufacture these of Wm. Wilford's matchless waterproof cloth (Grey color.)

Price List on Application.

RAYMOND BROS., LONDON, ONT.



1356

The Night Latch with the functions of a Dead Lock

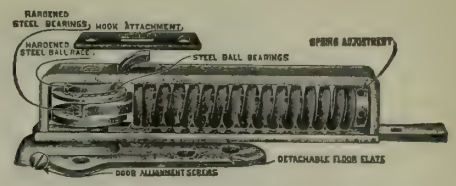
The bolt is operated by the key from the outside and by the turn knob from the inside. The bolt may be held back by the thumbpiece or dead-locked by it. The key will open the door from the outside, even if the bolt is dead-locked from the inside and will also dead-lock the bolt from the outside.

Send for publication JK32 describing it

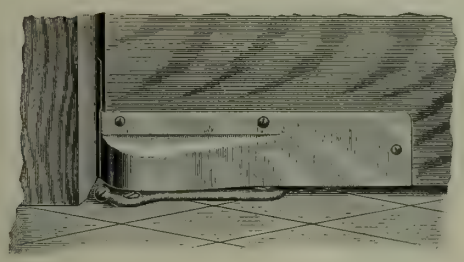
P. & F. Corbin, New Britain, Connecticut

P. & F. Corbin of New York — **P. & F. Corbin** of Chicago — **P. & F. Corbin** Philadelphia

ASK US WHY



If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

These Two
"YANKEE" TOOLS
are Catching the Mechanics

Quick Return No. 130

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work o where only one hand can be used. Takes all the Attachments used in the No. 30.



"YANKEE" Push Brace No. 75

Bores ⅜" holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws---takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver. ***These Are the Coming Tools.***

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.
Philadelphia, Pa.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

ATKINS

Profitable Saws



We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

No. 190

E. C. ATKINS & CO., Inc.

Hamilton, Ont.
MAKERS OF STERLING SAWS
U.S. Factory, Indianapolis, Ind.

New Idea No. 17
Trowel of Quality



Wider Heel

Hang is Perfect

Send for Catalogue

Marshalltown Trowel Co.
MARSHALLTOWN, IOWA

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

The Roofing House of Canada!

2 & 3-ply
Ready Roofing
"Black Diamond" Tarred Felt
"Joliette" & "Cyclone" Sheathing

"The House cool in Summer, and warm in Winter."

That's the line of talk that never fails to sell our Building Papers and Roofings.

They are guaranteed to be made of finest quality materials, to withstand all kinds of climates, and to be easily laid by any ordinary workman.

We also make all kinds of Wrapping Papers.

Alex. McArthur & Co.,
Limited,
82 McGill Street, Montreal
Western Agent:
F. J. Cox,
Winnipeg

CANADA CEMENT COMPANY LIMITED
PORTLAND
CANADA
CEMENT
MONTREAL.

Uniformity of Quality
Prompt Delivery
Adaptability
Standard Weight

Points to remember in connection with CANADA CEMENT when making specifications.

Canada Cement Co.
Limited
MONTREAL TORONTO WINNIPEG CALGARY

GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by
THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED
Toronto Montreal Halifax Winnipeg Calgary Vancouver



Est. 1868. Inc. 1895.

Black Diamond File Works
G. & H. Barnett Co.
PHILADELPHIA

Twelve Medals



Awarded
By JURORS at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

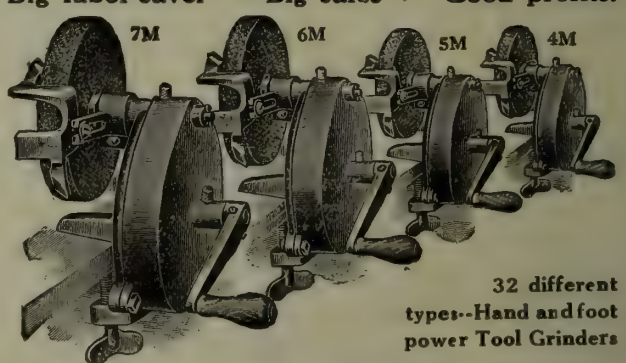
Copy of catalogue sent free to any interested file user upon application.



LUTHER
TOOL GRINDERS

Fitted with Carborundum sharpening wheels—25 times faster than grindstones —6 times faster than emery wheels.

Big labor-saver — Big sales — Good profits.



32 different types--Hand and foot power Tool Grinders

Every farmer, mechanic, carpenter, shop, factory and contractor has use for the Luther Grinder, with genuine Carborundum wheels. Built like a high grade lathe and covered by patents. 25 times faster than the grindstone—6 times faster than emery wheels, and more durable than either.

Needs no water cooling. Sharpens the hardest steel at lightest touch—*will not draw temper from steel.*

Special attachments for all kinds of difficult sharpening, polishing and grinding, such as gumming saws, sharpening twist drills, etc. Best steel and malleable construction, with bronze, dust-proof bearings in oil bath, machine cut spur gears.

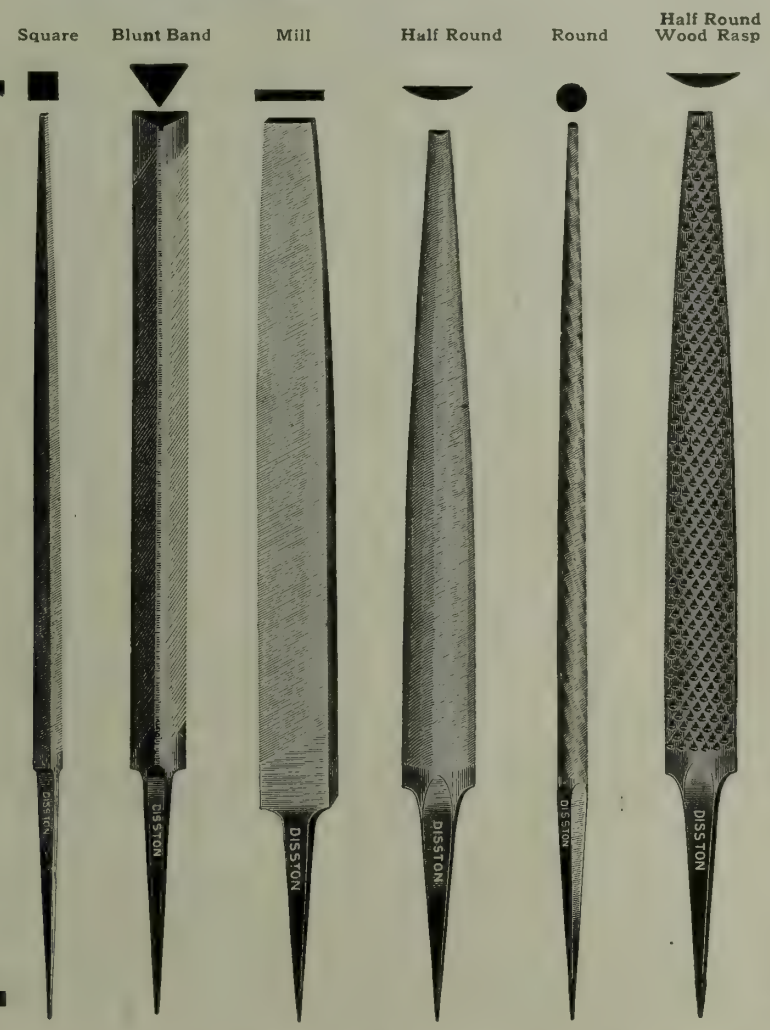
Largest manufacturers of hand and foot power grinders in the world.

Everyone who has tools to sharpen can pay for the Luther Grinder many times by saving in time, consequently Luther Grinders are easy to sell. Write for illustrated booklet and liberal prices to dealers.

LUTHER GRINDER MFG. CO., 1296 Madison Street, Milwaukee, Wis.

EVERY FILE STAMPED **Disston** Is warranted as perfect as a file can be made.

We use 40,000 Disston Files annually in our own works.
We sell exactly the same kind we use.



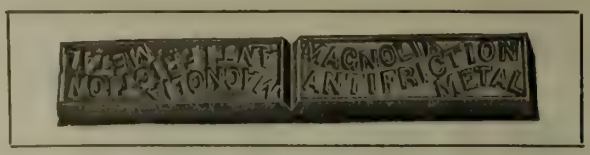
We illustrate here only a few from our complete line. All are made of Disston Crucible Steel; carefully forged; teeth well formed; specially hardened.

HENRY DISSTON & SONS

INCORPORATED
KEYSTONE SAW, TOOL, STEEL and FILE WORKS
PHILADELPHIA, PA.

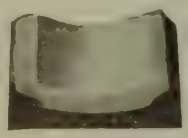
Canadian Works: Fraser Avenue, Toronto, Ontario







MAGNOLIA METAL - vs - "GENUINE" BABBITT

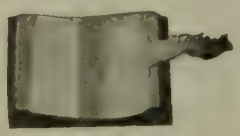


MAGNOLIA TEST BLOCK:

Ran 80 minutes under pressures varying from 1000 to 2000 lbs. per square inch, 1600 revolutions per minute; in perfect condition at end of test with smooth highly polished surface.

"GENUINE" BABBITT TEST BLOCKS:

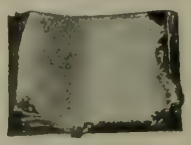
The best grades of "Genuine" Babbitt were selected for these tests.



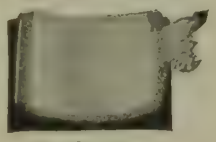
Ran 15 minutes, 1,000 lbs. square inch



Ran 30 minutes, 500 lbs. square inch



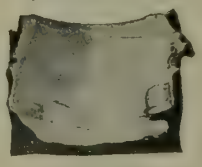
Ran 15 minutes, 1,000 lbs. square inch



Ran 5 minutes, 1,000 lbs. square inch



Ran 10 minutes, 1,400 lbs. Square inch



Ran 10 minutes, 1,200 lbs. square inch

We tested six other "Genuines" which were all similar to above.

Special Offer

PRACTICAL ENGINEER POCKET BOOK, 680 pages' over 2,000 subjects. We do not aim to make a profit on this book as it is an advertisement, therefore offer it at the very low price of 40c. postpaid Many Engineers pronounce it invaluable. Address Montreal Office.

Showing the Superiority of Magnolia over "Genuine"

The tests shown hereon domonstrate our claim that a tin base metal is highly susceptible to friction heat and therefore liable to squash, and that it is almost impossible to raise the temperature of a Magnolia-lined bearing to a destructive point; hence the secret of its wonderful success.

Some day we will show you where a Magnolia-lined bearing is running in shafting and **has been running for six years without one drop of lubrication.**

These tests were made by Dr. Torrey, who was then Chief Assayer of the U.S. Mint, New York.

Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St. Ambroise Street : MONTREAL
NEW YORK CHICAGO

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write



The
R. McDougall Co., LIMITED
GALT, CANADA

THE JOHN STEVENS CO., Limited

Wholesale Plumbers' Supplies

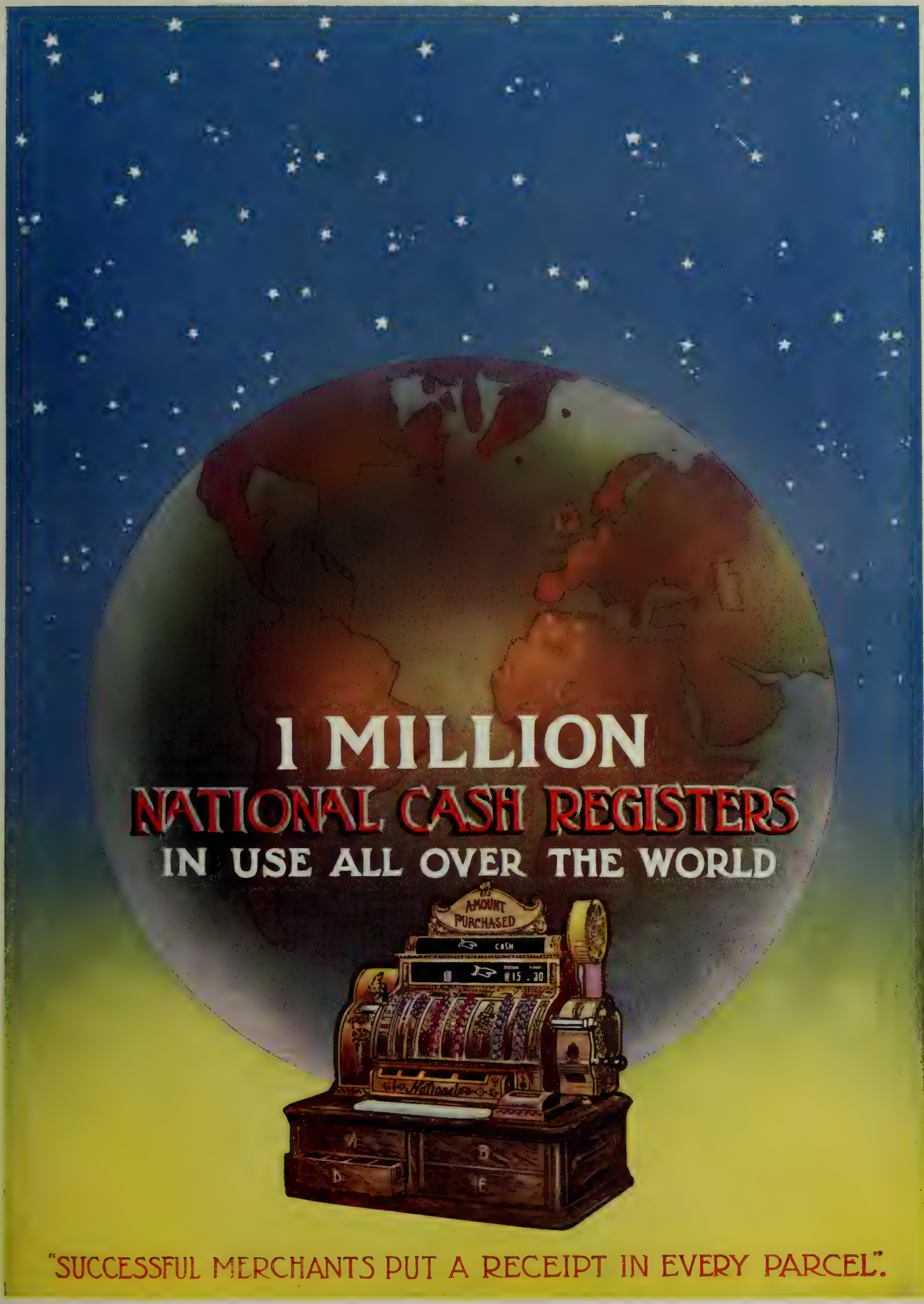
WINNIPEG

WE CARRY A COMPLETE STOCK OF

Steampipe, Fittings and Brass Goods

All orders receive prompt and satisfactory attention.

Write now for FREE copies of Blue Prints for septic tanks.


1 MILLION
NATIONAL CASH REGISTERS
IN USE ALL OVER THE WORLD
AMOUNT PURCHASED
CASH
"SUCCESSFUL MERCHANTS PUT A RECEIPT IN EVERY PARCEL".

Turn a New Leaf



Because of:—

Mistakes
Arguments
Dissatisfied customers
No check on clerks
No credit for good work
Temptation of employes
Forgetting to charge goods sold on credit

Resulting from:—

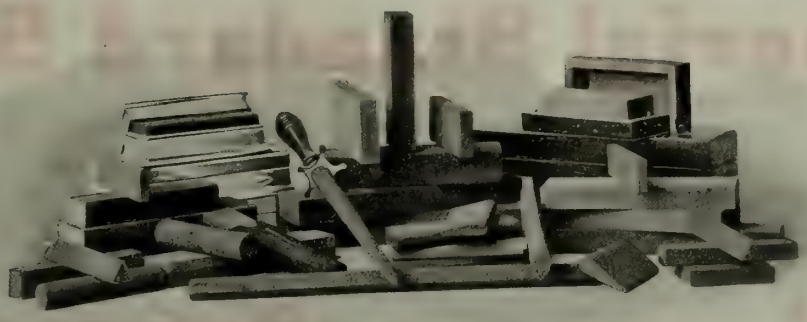
Accuracy
Harmony
Pleased customers
Enforced records
Shows value of clerks
Removes temptation
Prevents failure to charge goods sold on credit

A modern National Cash Register turns Losses into Profits.
Ask for particulars about the new "Get a Receipt" plan.

The National Cash Register Company

285 Yonge Street, Toronto
Offices in all principal cities

Canadian Factory, Toronto
F. E. Mutton, Manager for Canada



Give your customers the Sharpening Stones they ask for

Advertising has put the word "Carborundum" in the minds of thousands of users of sharpening stones. Some of them are your customers or will be. Put in a stock of these wonderful stones right now and get the benefit of steady sales and a good profit margin.

There isn't anything like Carborundum—nothing so hard, so sharp, or that gives a keen edge so quickly and easily.

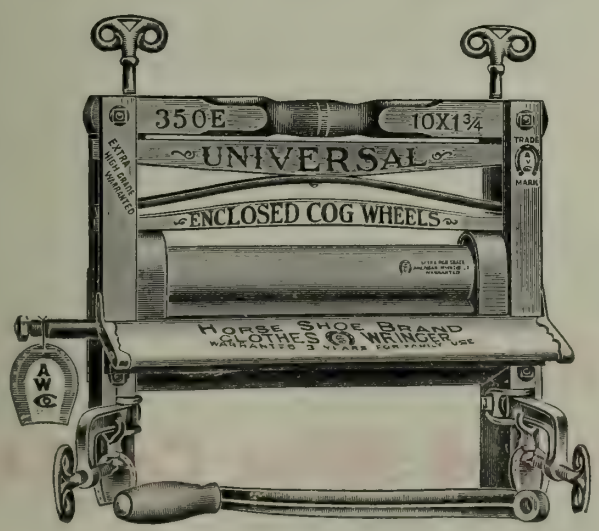
Carborundum Sharpening Stones are made for all users of edge tools. They are put up in individual sealed cartons—Glad to send all details regarding free display case offer, discounts, trade helps, etc.

The Carborundum Company, Niagara Falls, N.Y.

Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

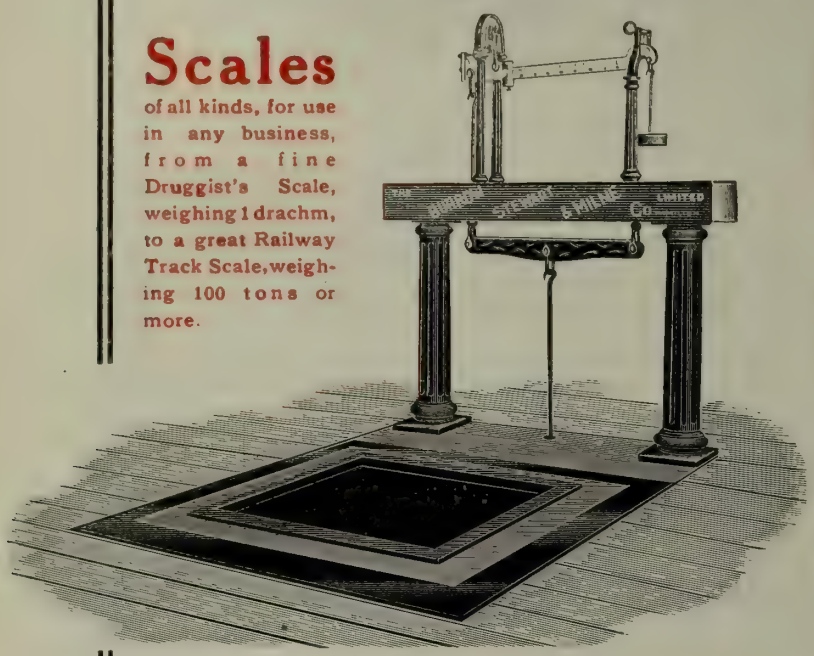
The American Wringer Co., New York

Imperial Standard Scales

Are made in Canada, in the City of Hamilton, at the works of **The Burrow, Stewart & Milne Company Limited,** who have been established in the foundry business for 45 years, and have been manufacturing scales over 30 years.

Scales

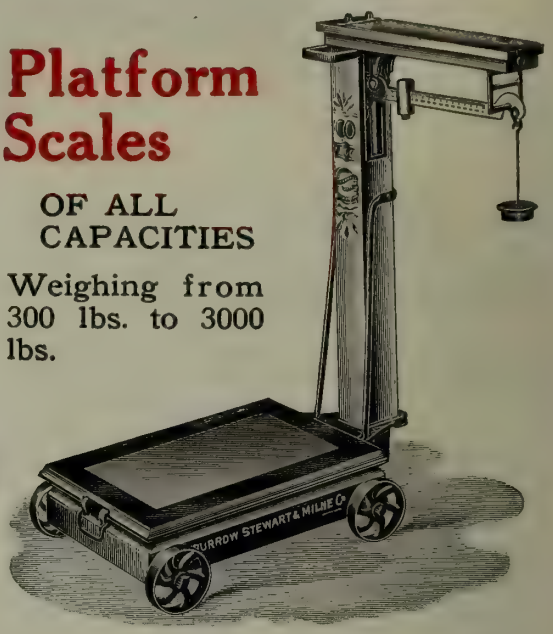
of all kinds, for use in any business, from a fine Druggist's Scale, weighing 1 drachm, to a great Railway Track Scale, weighing 100 tons or more.

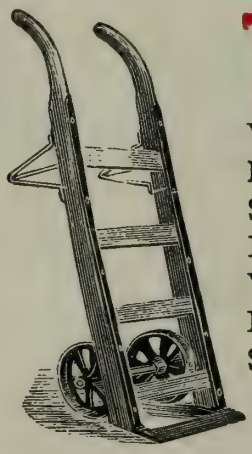


Platform Scales

OF ALL CAPACITIES

Weighing from 300 lbs. to 3000 lbs.





TRUCKS

Warehouse Trucks
Railway Trucks
Steamboat Trucks
Barrel Trucks
Wagon Trucks, four wheels
Baggage Barrows
Store Trucks

Over 300 Varieties, including

Butchers' Scales, Bathroom Scales,
Confectioners' Scales, Dairy Scales,
Druggists' Scales, Foundry Scales,
Grain Warehouse Scales,
Grain Elevator Scales, Grocers' Scales,
Tea Scales, Letter and Postal Scales,
Railway Depot Scales,
Railway Track Scales,
Rolling Mill Scales,
Salt Meat and Fish Scales,
Stock Scales.

Steelyards, Weigh Beams and Warehouse Scales of all kinds

We make also a special cheaper line of **Even Balance, Union and Platform Scales,** which are very popular and known as

CHAMPION JEWEL SCALES

The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON.

Offices also at Montreal, Toronto, and Winnipeg.

Western Customers please write for imformation and send orders to our Winnipeg Branch, No. 130 James Avenue.

—SNAP—

THE ONLY PURE ANTISEPTIC HAND CLEANER ON THE MARKET

SNAP IS KNOWN ALL OVER CANADA, AND ALTHOUGH THERE ARE OTHERS, THERE IS NO IMITATION OF ***SNAP.***

YOUR CUSTOMERS WILL GET THE SATISFACTION THAT THEY SEEK IF YOU SELL THEM SNAP AND THERE IS A GOOD PROFIT FOR YOU BESIDES.



IT WILL PAY YOU
TO
KEEP SNAP
WELL DISPLAYED

SNAP COMPANY LIMITED
MONTREAL



NIGHT LETTERGRAM

Western Dealers,

Our large, modern, well equipped factory is now in full operation, and we are ready to handle promptly your orders for galvanized and painted corrugated sheets, Winnipeg shingles, sidings, and ceiling, as well as specifications for galvanized and black flat sheets, tin plate, Canada plate, and all other lines western goods, for western dealers.

WINNIPEG CEILING AND ROOFING CO.



THE HOME OF THE GREENING WIRE CO.

Some Lines We Make—

HALTER and DOG CHAINS
COUPLING CHAINS
TIE-OUT CHAINS
CATTLE CHAINS
BREAST CHAINS

TRACE CHAINS

Other Lines We Make—

DRIVE CHAINS
HAMMOCK CHAINS
EVENER CHAINS
COUPLING CHAINS
POST CHAINS

TRACE CHAINS

GREENING Cow Ties

are made of Greening's Steel Chain with all fittings of proportionate strength. There is no weak part—no weak link. They are strong, light and handsome in appearance, and are far superior to all other chains on the market. GREENING'S Cow Ties and Cattle Chains are made in all styles and sizes for every purpose where chain ties are used.



GREENING Wire Chain

gives the maximum of strength for the weight of material used, being made of hard drawn steel wire. It is the strongest, lightest and most reliable chain manufactured to-day, and is extensively used by the principal manufacturers of implements, railway companies, etc. Our chain is made in all sizes and for a great many purposes.

GREENING WIRE ROPES

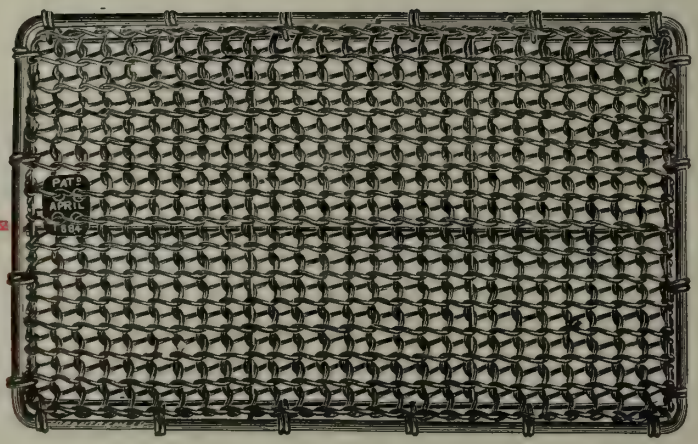
The hardwareman who is not satisfied with his rope sales is doing himself an injury if he does not stock our line. The many and varied uses which the Wire Rope can be put to makes it an almost indispensable line in any hardware store. It is used for derricks, cranes, hay loaders, hoists of all kinds, and on all sorts of boats, etc. The Greening Wire Rope is made of only the strongest and most serviceable materials suitable for the purpose each individual style is used. We are pioneer rope makers of Canada, and justly claim the knowledge of what constitutes a good rope and how to make it.

The B. Greening Wire Company Limited

HAMILTON, Ont **MONTREAL, Que**

More Greening Lines—

WIRE SAND SCREENS
MASONS' HAND SIEVES
WIRE RIDDLES, ETC.



A few other Greening Lines—

PERFORATED METAL
DOOR MATS
WIRE GUARDS, ETC.

TACKS

Dominion Tack and Nail Co., Ltd.

Galt, Ontario

MANUFACTURERS OF ALL KINDS OF

Guaranteed Tacks and Small Cut Nails

WE MAKE A SPECIAL FEATURE OF

Brass Plating and Electro Tinning

TRY US FOR QUICK SERVICE

NAILS

Important Announcement

Wire Goods Company of Canada

152 McGill Street, Montreal, Que.

Manufacturers of "Defiance" Brand Standard Wire Goods, Household and Miscellaneous Wire Goods.

We are glad to be able to announce to the Hardware Trade throughout Canada that we have started the manufacture of Wire Goods, and are in a position to turn out FIRST QUALITY goods at prices lower than they can at present be imported from the U.S.A.

A most important point to bear in mind is that we are able to supply your wants as needed, avoiding the necessity of importing large quantities.

The Mark

TRADE



MARK

of Quality

Our aim is to serve FIRST QUALITY goods and thereby serve the interests of our customers as far as possible.

Any article not illustrated in our Catalogue, and for which quotations may be desired, send sample and we will cheerfully submit our estimate.

Our Catalogue, fully illustrated with half-tones, now in the hands of the printers, will be ready for distribution about the 1st of September. If interested, write for one.

First Quality Goods

Insist on

"Defiance" Brand

when purchasing.

Canadian Manufacture



Ⓡ "ROYAL"
Syphon Action. Wash Down Combination

There are still many who believe it is economy to buy cheap plumbing goods. But their number is growing less.

Most buyers now realize that it is good business judgment to pay a fair price for goods that give value through satisfactory service—goods that thoroughly satisfy their customers and create good-will—the most important asset of a successful and profitable business.



"ROYAL" A 12
Twin Syphon Jet Combination with Centre Push

"ROYAL" WATER CLOSETS
With Low Cistern



"ROYAL" 09
Twin Syphon Jet Combination

are not merely "Best for the money" or "good at the price" but made as good as we know how.

Each process is carefully watched and nothing is spared in producing a Water Closet Combination that embodies every requisite of a sanitary, durable and serviceable fixture

FIT FOR ANY BATH ROOM



"ROYAL" 08
Automatic Combination

T. McAvity & Sons, Ltd. - St. John, N.B.



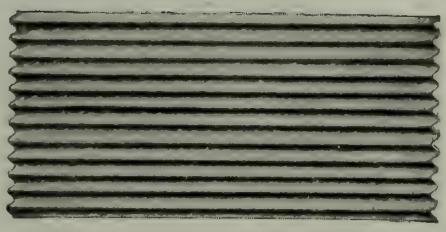
We make everything in the way of

CORRUGATED IRON

AND SUNDRIES PERTAINING THERETO.

Nothing but "Quality" Goods either---No Cheap Trash

"To sell goods that will bring repeat orders" is the policy that will build up your business. It is the policy that built up our business. Our corrugated Sheets are full weight, well galvanized and absolutely



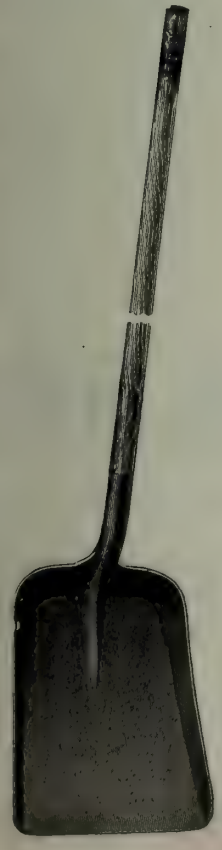
uniform. They will line up dead true on any length of roof, and will last with the building itself. That is the kind of corrugated iron you ought to sell. You can buy it from us.

Get in touch with us to-day

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(34)



THE RIGHT LINE

TRADE MARK

Registered

CAN it be that your next door neighbour is reaping a larger profit on his shovel sales? Can it be that you are buying wrong?

¶ Let us put you on to the "right line" at the "right price"—the "BARGAIN LINE."

¶ We manufacture every class of shovel, spade or scoop known to the trade, and have developed what we believe is a perfect Snow or General Purpose Shovel. Quality, stability, appearance—all are there.

¶ May we convince you?

The Lundy Shovel and Tool Company, Limited

General Offices and Factory, PETERBOROUGH, and at

MONRTEAL WINNIPEG JOHANNESBURG, S.A.

MADE IN CANADA

Great Western
Arcade
American
Globe
Eagle
Kearney and Foot
McLellan
J. B. Smith

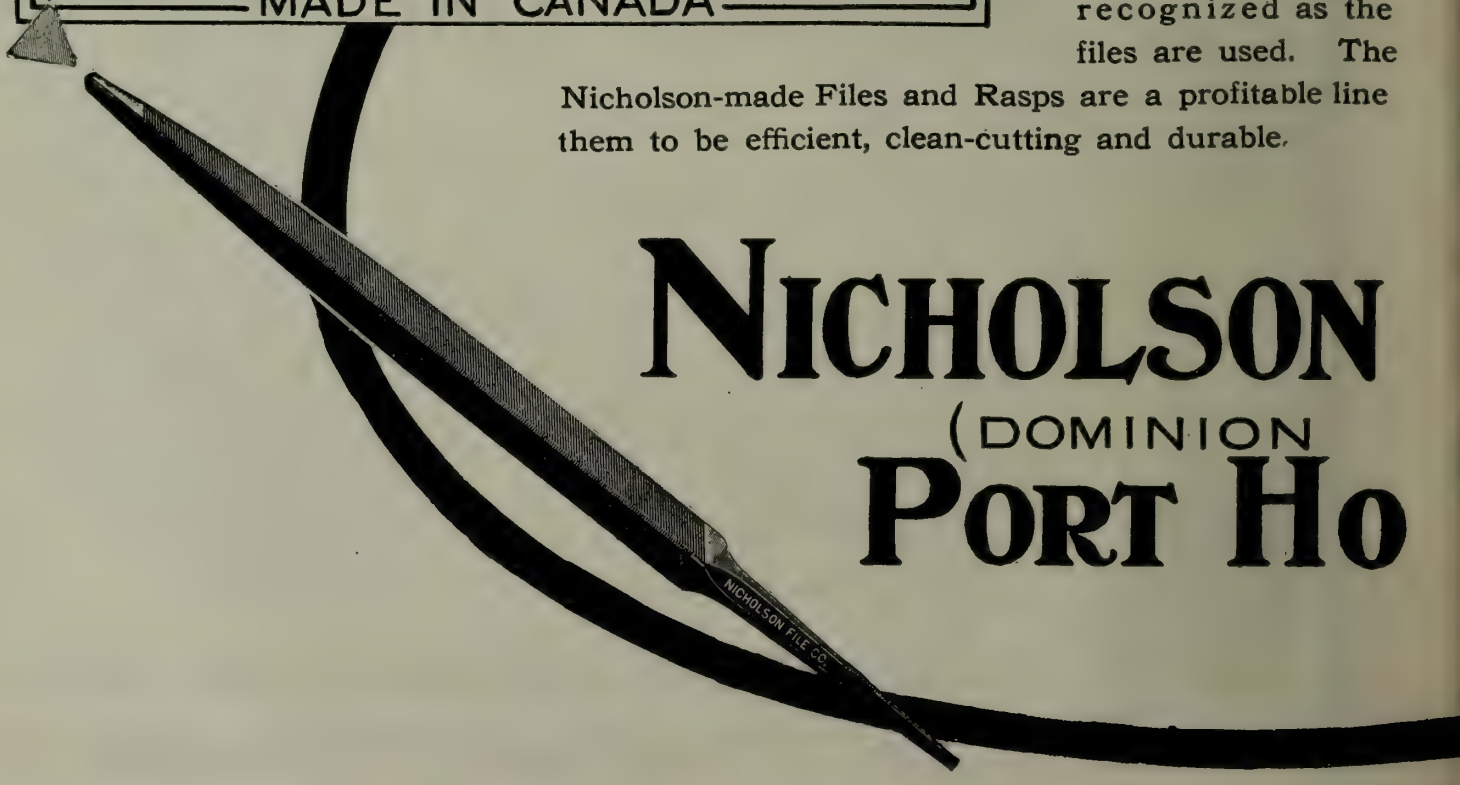
MADE IN CANADA

PER

F

We

in making improve
The quality of output
question of cost is a
In 1864 the Nicholson
Now we sell 16,000
recognized as the
files are used. The
Nicholson-made Files and Rasps are a profitable line
them to be efficient, clean-cutting and durable.

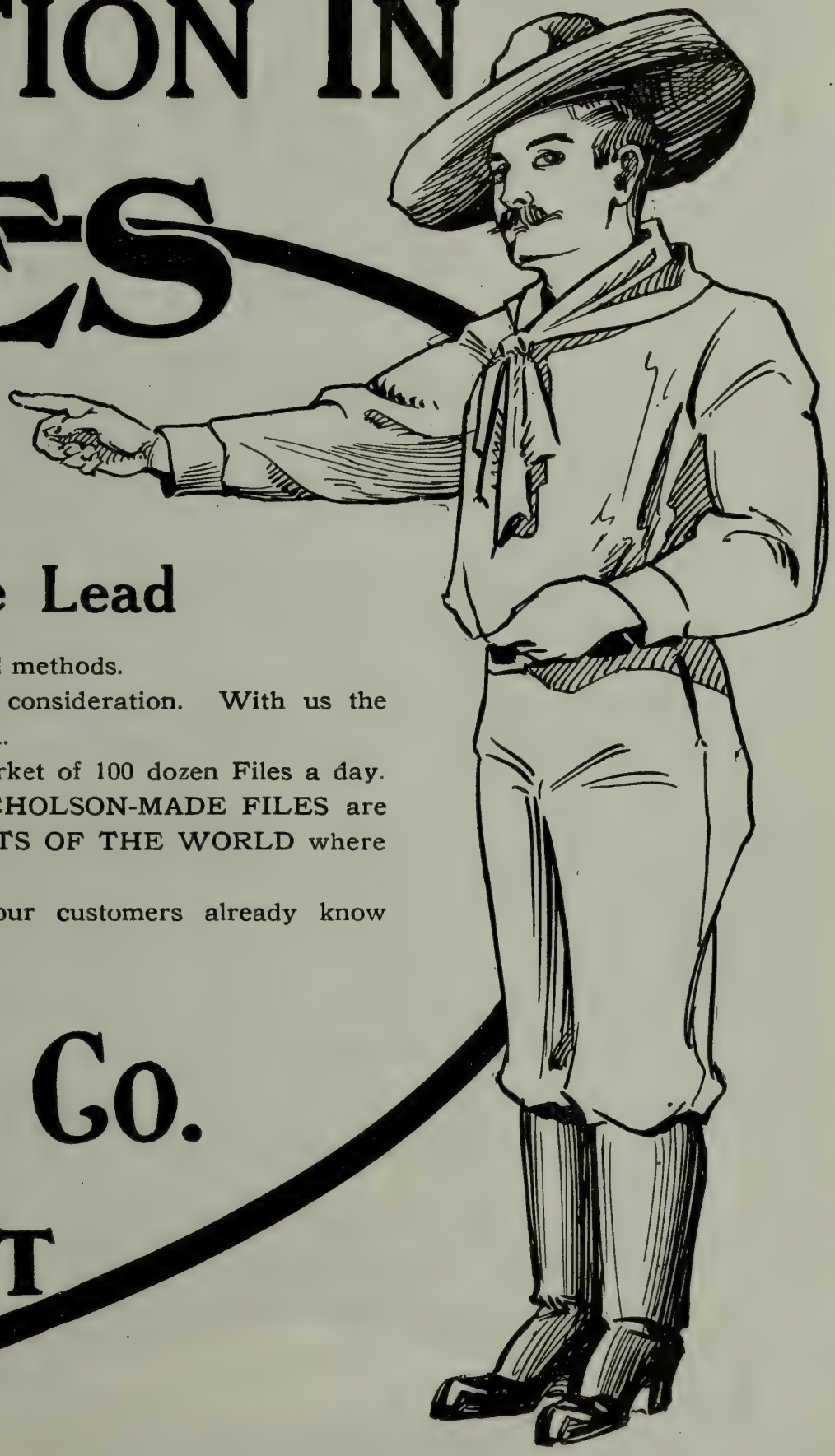


NICHOLSON

(DOMINION

PORT HO

FECTION IN
-HLES



Retain the Lead

ments in machinery and methods.
is our first and main consideration. With us the secondary consideration.
File Co. had a local market of 100 dozen Files a day. dozen a day, and NICHOLSON-MADE FILES are standard in ALL PARTS OF THE WORLD where reason is quality.
to handle because your customers already know

FILE Co.
WORKS)
PE, ONT

The Forces Behind the of the GILLETTE

and How They Affect

THAT the success of the GILLETTE Safety Razor has been phenomenal is common knowledge.

Put on the market less than eight years ago—to-day it is manufactured in five different countries, and known and used the world over. In seven years over five million have been sold, and the annual sales now far exceed the million mark.

Some dealers say the GILLETTE is only a cleverly pushed fad, which will soon die out. The Gillette Safety Razor Co. is now erecting in Montreal a new five-storey factory, with a floor area of 50,000 square feet, at a cost of nearly $200,000. Does this look like a fad?

Look at the forces behind the GILLETTE'S success and you will quickly see how absurd this idea is. The most important of these forces are five in number—a quicker and better shave—a splendid manufacturing organization—more and better advertising — protected prices — and the self-interested co-operation of dealers.

THE GILLETTE SAFETY RAZOR

Office and Factory

Offices also in New York, Chicago, London, Eng. and Shanghai, China.

TRADE Gillette MARK

KNOWN THE WORLD OVER

Wonderful Success
SAFETY RAZOR
Your Own Business

A Quicker and Better Shave

The GILLETTE blade, thin enough to take a perfect temper, held absolutely rigid in the handy GILLETTE frame, and adjustable for a light or close shave or a soft or wiry beard, shaves as no other razor can shave.

A Splendid Manufacturing Organization

Under the supervision of experts, cleverly designed automatic machinery performs the many manufacturing operations far more accurately than human skill could do it, and in a fraction of the time.

More and Better Advertising

GILLETTE originated live, attractive razor advertising, and no other razor advertising to-day compares, either in quality or quantity, with that being done for the GILLETTE.

Protected Prices

The selling prices of GILLETTE Safety Razor Sets are fixed, and the dealer is absolutely protected against the unfair competition of the big mail-order houses and of the reckless local price-cutters.

Dealers' Self-Interested Co-Operation

Dealers have been quick to see the advantage of pushing the razor for which advertising and quality has created a brisk demand—on which there is a substantial, protected profit—and which brings purchasers back regularly for new blades.

COMPANY OF CANADA, LIMITED

63 St. Alexander St., Montreal

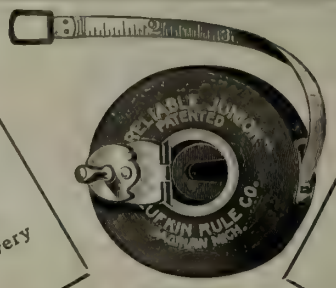
Factories in Montreal, Boston, Leicester, Berlin and Paris.

TRADE Gillette MARK

KNOWN THE WORLD OVER

The standard of accuracy and all-round efficiency established at the outset and maintained to the present time.

The Resulting Reputation which has made possible the very rapid growth of our business.



The Popular Demand created by continuous advertising to the user.

The Re-Orders resulting from the first sale.

Satisfied Customers the dealer's best advertisements.

Point the USER to

Point the DEALER to

LUFKIN

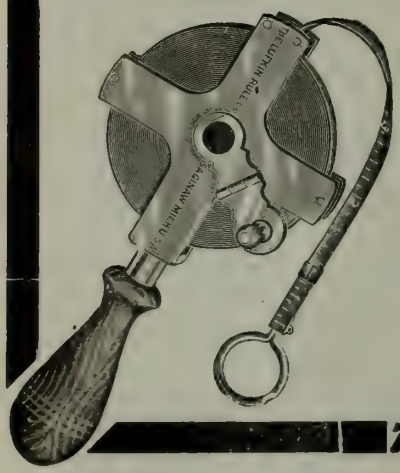
MADE IN CANADA.

MEASURING TAPES AND RULES

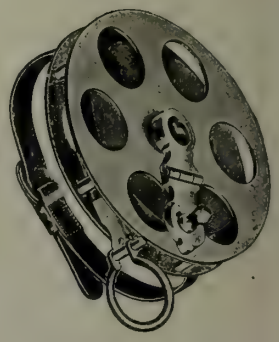
We have Tapes and Rules adapted to the particular needs of the surveyor, the engineer, the mechanic, the architect, the draftsman, etc., each the standard in its class.

INSTANTANEOUS READINGS, foot mark repeated at each inch, the greatest improvement in the marking of steel tapes brought out in recent years, PATENTED AND USED ONLY ON LUFKIN TAPES. Regularly supplied on all our long steel tapes and without extra charge.





During the past few months we have put on the market the "MARVEL," a 36-inch pocket steel tape with nickel-plated spring wind case, centre stop. "MARVEL" Tapes are put up in leatherette display boxes of one dozen, AND THE RETAIL PRICE IS 25 CENTS. THE ONLY POCKET STEEL TAPE THAT RETAILS AT A QUARTER, and at that there is a good profit for the dealer. It's easily seen there's going to be a big demand for this one.



SOLD BY ALL JOBBERS

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

The YANKEE

(MADE IN ENGLAND)

Safety Razor

$18.00
per Dozen
Delivered

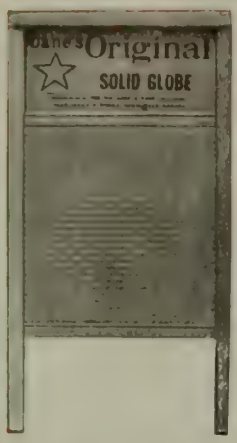


Retail
at
$2.50

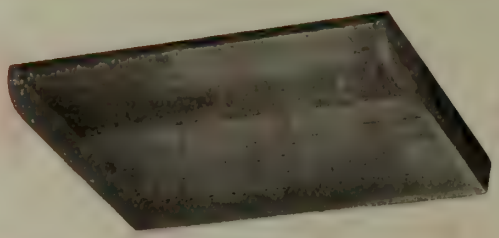
The Yankee Safety Razor has proved through its ready sale that it is the most popular on the market. It is equal in efficiency to any $5.00 Safety Razor now produced and sells at a price that appeals to the pocket, yet leaving a good margin of profit for you. It is correctly designed and well finished, assuring absolute comfort in shaving. You run no risk, we guarantee it to do perfect work and give long service. You can push it as a most practical gift at any time.

International Distributing Company

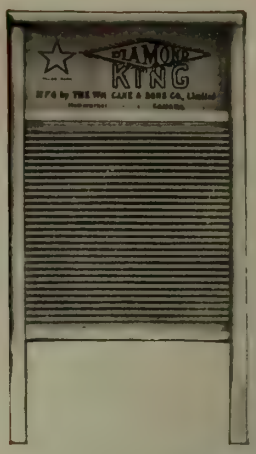
MONTREAL, CANADA



ZINC WASH BOARDS



BAKE BOARDS



GLASS WASH BOARDS

CANE'S WOODENWARE SPECIALTIES

These cuts illustrate a few of our high quality, quick selling specialties.

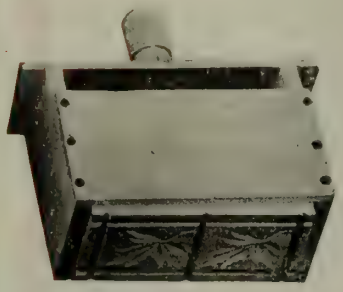
The past service that our lines have given proves that they are the most reliable and most efficient articles of this kind now on the market—articles that are the best value that money can buy.

"CANE" quality is guaranteed

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONTARIO

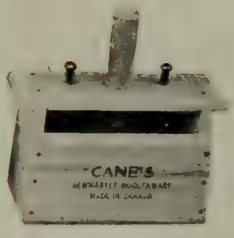
WRITE FOR CATALOGUE



JERSEY BUTTER MOULDS

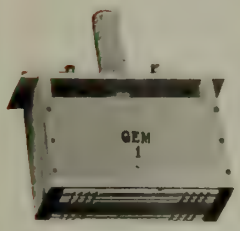


MOP WRINGERS



ACME BUTTER MOULDS





GEM BUTTER MOULDS



WASH TUBS



PAILS

AERATED WATER MACHINERY
and
PUMPS, ETC.
MADE BY
HAYWARD, TYLER & CO., LIMITED
and used by the leading manufacturers in Canada.

SPRINGS
IMPLEMENT, FURNITURE, Carriage
HELICALS and SPECIAL
THE MORGAN SPRING CO., U.S.A.

DISINTEGRATORS
BY
CHRISTY & NORRIS
KNOWN all over the world

HENDERSON

TOOL & DRILL STEEL
"ÆTNA"
SPEAR & JACKSON, Limited

JUDGE  BRAND

NO RIVETS NO RIVETS
UNBREAKABLE
HOLLOW-WARE

BICYCLES
Special Canadian Model

HENDERSON & RICHARDSON
BOARD OF TRADE BUILDING MONTREAL

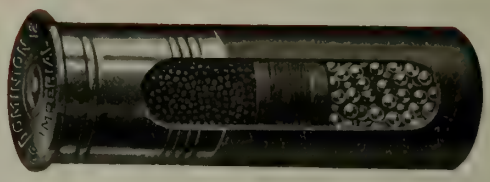
PIG IRON
METALS
ALLOYS FERRO MANGANESE
STEEL
Bars, Angles, Hoops and Plates
TIN PLATES
CANADA PLATES
Black and Galvanized
GALVANIZED SHEETS
Sheet Zinc
FIRE BARS and DRAW BAR IRON
For Locomotive Builders
Brand: "Hull Forge Crown"
GERMAN and NICKEL SILVER
IN EVERY FORM FOR
ELECTROPLATE MANUFACTURERS, ETC.

RICHARDSON

HARDWARE
OF
EVERY DESCRIPTION
Anchors and Shipping Tackle
Bedsteads and Brass Cased Tubes
Bolts, Nuts and Rivets
CHAIN & CABLES
Buckets
Cash Boxes
CUTLERY
Locks and Padlocks
Ropes, Wire, Hemp and Manilla
Sashweights, unbreakable
SPOONS & FORKS
And Case Goods
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BARB & GALVANIZED WIRE
Window and Plate Glass
SPECIAL CATALOGUES ON APPLICATION

DOMINION
SHOT SHELLS
WIN





Proof Positive of Unexcelled Quality

95% Sim Glover won high professional average against 85 shooters at the Dominion of Canada Trap Shooting Tournament (the biggest Shoot in Canada) held at Belleville, Aug. 1st and 2nd, 1911. Mr. Glover made this remarkable high score from the 20 yard mark, breaking 333 out of 350 shot at, excepting first 100 which was at 17 yards.

92½% Sim Glover won high professional average at the Canadian Indian Shoot at Niagara-on-the-Lake, June 30th and July 1st, 1911.

96% Three of the high men at the Tournament held at London, May 24, made over 96 with Dominion.

98⅓% Rowland Day, London, Ont., amateur, broke 118 out of 120 shot at, also 90 straight without a miss.

CHAMPIONSHIP OF CALGARY won by E. J. Shingrin, score of 96%, breaking 48 out of 50.

CHAMPIONSHIP OF MANITOBA won by F. J. Hazelton.

CHAMPIONSHIP OF REGINA.

CHAMPIONSHIP AND HIGH PROFESSIONAL AVERAGE AT STRATHCONA.

Big Scores made by Chas. E. Mink, Prof., Vancouver, B.C.

95⅔% Broke 1167 out of 1220 shot at, and made this exceptionally high score on different grounds and under varied conditions.

SHOOT DOMINION SHELLS AND IMPROVE YOUR SCORES

Dominion Cartridge Co., Limited

Montreal **Canada**

HARDWARE AND METAL

Vol. XXIII. No. 34. Toronto, Canada, August 26, 1911 Two Dollars per Year

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JOHN BAYNE MACLEAN - President

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PUBLISHED EVERY SATURDAY

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HARDWAREMEN IN THE POLITICAL BATTLE.

In the reports of party conventions which are appearing daily, in the papers, it is gratifying to note the names of many hardwaremen, as having been nominated the standard bearers of their respective parties for the approaching Dominion Elections. In many cases, a retail hardware dealer has been chosen, and there are also several manufacturers of products such as are handled by hardware stores, already in the field. In one constituency a prominent wholesale hardwareman has received the namination.

This is as it should be. There is no branch of industry in which men come into such close touch with the condition of the country and its requirements, as in the hardware trade. It is a common saying that the condition of the iron and steel business in any country is a safe barometer of its industrial welfare in general. The hardware jobber or manufacturer, has his finger on the pulse of the business world as no other merchant has, as the demand for his goods is in direct ratio to the development of the country.

Similarly, a retail hardware dealer is the man who, above all others, should be familiar with the sentiment of his district. The successful pursuit of his business requires that he should have a wide acquaintance in the territory surrounding his town. He must have had business relations with a large proportion of the farmers in the neighborhood. Consequently, no other class of business man is so likely to have the large personal following which is of inestimable value to his party.

One large manufacturer who has represented an important Ontario constituency for over ten years, obtained his start in the poitical world in the days when his business was young and struggling, and he, himself, was in the habit of loading a wagon with his product and driving out to farmers of the district, and selling direct to them. It is said that he is personally known by every rural voter in his riding, and it was the rural vote which first won his seat for him. That manufacturer's goods are now sold in hardware stores throughout the breadth of the land. His business has expanded wonderfully and he no longer finds it necessary to devote much of his own time to its management. Certainly, he no longer requires to canvass the district in selling the product of his foundry. But the habits he formed so long ago have stood him in good stead, when he has gone out to sell to the electorate, his services in Parliament.

Some strong hardwaremen are in the field, and Hardware and Metal hopes to announce, after the election, that at least a good proportion of them have been successful.

CANADIAN HARDWARE STORES HIGHLY CREDITABLE.

Nearly a dozen pages in this Annual Fall Number of Hardware and Metal are devoted to descriptions and illustrations of some of the newest Canadian hardware stores. Selections have been made from towns and cities of various size, so that readers will have an opportunity of judging the type of buildings and equipment which the modern hardwareman deems necessary for the accommodation of his business. We venture to say that in no other country is greater improvement being made in hardware store construction than in Canada. The rapid development of the country has not only created a large demand for hardware goods, but has also enabled the hardwareman to improve his facilities so as to cope

with that demand to the utmost satisfaction of his patrons.

It is of special interest to note the character of the stock carried by the modern hardware store, as compared with that of former years. High-class merchandise, such as silverware, art brass goods, and cut glass, are now to be found in almost every hardware store of any pretensions, and it is possible that the introduction of these materials has been largely instrumental in changing the character of hardware store equipment. A display of silverware in an old-fashioned show case would be an anomaly. It requires the modern silent salesman to do full justice to goods of this class. The staple hardware articles are also kept in more compact, more convenient and infinitely more handsome wall cases and cabinets, and traveling ladders enable clerks to reach anything that is desired, with the minimum of effort and confusion.

With his business increasing and his surroundings improving, the Canadian hardwareman, though still striving for greater things, has every reason to fell satisfied with his calling.

MARITIME BOARD OF TRADE CONVENTION.

Another convention of the Maritime Board of Trade has passed into history. It was the 17th annual, and, the special report appearing in another section of this issue, gives our readers a good idea of the importance of the questions debated yearly by the strong body of men who comprise the board.

Probably one of the most important questions discussed, so far as the retail merchant is concerned, was the "Good Roads" problem. There is no question that good roads in a particular locality are advantageous to trade, and trade is what makes or mars a town.

Another important question brought forward was the shipping facilities between Canada and the West India Islands. It was felt by the members present that with more facilities, trade between these two countries could be greatly enhanced. The West Indies has products to sell which we want to purchase, and we have our flour, hay, potatoes and lumber, which the West Indian is anxious to get.

Among the other problems of importance were express rates, the advertising of the Maritime Provinces in Great Britain and immigration, Maritime union, inspection of foods, whether for export or not, and freight rates, all of which were handled in a business-like fashion.

Delegates were present from different sections of the Provinces of Nova Scotia, New Brunswick and Prince Edward Island, and the business of the meeting was carried on with precision. Truro, N.S., will be the next convention city.

THE CHANGING SEASONS.

Those whose privilege it is to regularly visit the shipping floors of large hardware wholesalers, are reminded, just now, that summer is merging into fall, and that winter is not far distant.

Those floors which have been plentifully covered with little groups of refrigerators, screen doors and windows, ice cream freezers, hammocks and other articles that suggested the good old summer time, are gradually changing their complexion. Shot guns and rifles are everywhere. Supplies for autumn sports of all kinds, are to be found in every shipment. Lanterns are there, to help the farmer perform his late chores in the darkening evening, and boxes of glass, indicating that builders are hastening to close in their structures, before the advent of cold weather.

The hardware market reporter, perspiring from his hasty walk through the wholesale section, is somewhat refreshed, on entering the hardware warehouse, to see the little heaps of sleigh bells, skates and horse blankets which are appearing here and there, among the outgoing shipments. He thinks of the keen bracing air of fall and winter, when his circuit of the down town streets is a tonic instead of an enervating task.

The hardware jobber has received the first word of the changing season.

CANADA'S PROGRESS.

In the course of an article recently reproduced in the Hardware Reporter, "Iron Mountain" makes the significant statement that "Canada has very definitely made up her mind to manufacture everything that she consumes." Certainly the tendency of late years in Canada has been to improve the industrial standing of this country. The manufacturing end has advanced perhaps more rapidly than in any other direction and Canadians are finding that they can get, without going abroad, many things which formerly had to be imported. This one of the surest evidences of Canada's increasing prosperity and development into nationhood.

In the same article, "Iron Mountain" says:

"If Canada is willing to learn some things from us there is one matter especially in which we could well afford to copy her. Her financial system is one of soundness and flexibility, providing currency when needed, and temporarily retiring it when not called for. Ours is a thing of shreds and politics—a cause of perpetual anxiety to business men—a subject for endless tinkering—and providing no remedy for those periodical panics that tie up the business of the country and bring widespread ruin and disaster in their train."

SALESMEN IN MOTOR CARS?

History moves in circles. A further evidence of this old truism is found in the tendency now shown in commercial circles to hark back to the old system of traveling. The "bagman" of half a century ago made his rounds in his own "shay," with his bags strapped on the back. That was before the railroads made it possible for the traveling salesman to reach every corner of his territory with a minimum of discomfort.

With the introduction of the automobile, a tendency is now noted to put salesmen on the road equipped with machines of their own, thus freeing them from the restrictions and limitations of time-tables, and enabling them to cover the ground just as their own tastes and expediency suggest. A wholesale hardware house in the Maritime Provinces has been conducting an experiment along this line. Two representatives have just returned from a three-weeks' trip through New Brunswick and Quebec. Their car covered more than 1,600 miles, without, so they have reported, "the necessity of an adjustment or the loss of a moment on the road." It is, therefore, quite possible that this firm will secure a number of machines for their traveling salesmen and have a certain amount of the territory covered in this way.

The suggested change contains possibilities both good and bad. If it were possible to secure a machine which

would plough through any weather and over any roads, despite the handling of inexperienced men, the plan would be well nigh perfect. But as it is, the danger of break-downs and delays fully equals the losses of time suffered through the time-table limitations.

SELLING COMBINATION STOVES.

It is rather remarkable that the Canadian public have not taken more of a fancy for the combination gas and coal ranges that have been put on the market by some of the leading stove manufacturers.

The advantages of this range, under certain conditions, are obvious—the main condition, of course, being the availability of natural or artificial gas at a reasonable cost. In most of the cities one would naturally expect a good demand for such an article. Kitchens, as a rule, are both small and indifferently heated, consequently they would be unbearably hot with a coal range in summer, intolerably cold with a gas range in winter, and badly crowded with both. The combination stove, by offering the advantages of both gas and coal in a space practically no larger than either one, might have been expected to gain instant favor.

As a matter of fact, sales in this line have been disappointingly small, and the combination stove appears to be a little ahead of its time. Some educational work on the part of the retailer is required before the line becomes a good seller.

PEDDLERS ALREADY AT WORK.

Now that the stove season is close at hand, the dealer must again expect to meet the opposition of the peddler. Of late years, stove hawkers have been doing a great deal of business, particularly in the rural sections, and it seems that this year they are starting in bright and early. The following item of news is gleaned from an Ontario weekly paper:

> The steel "rangers" are doing the country again and incidentally "doing" a lot of people, who fancy they can buy a range from a peddler cheaper than from the regular dealer.

The proper method for the home dealer to adopt in meeting opposition of this sort is to endeavor to educate the public to the folly of buying goods of questionable quality from salesmen they do not know, at terms which are always favorable to the salesman. This can best be done by the use of manufacturers' helps and by local advertising. It is seldom that the transient stove salesman does much business in districts which are covered by energetic home dealers. His sales are mostly made with people who have not had an opportunity to learn what the home dealer could do for them; the blame for which must necessarily rest with the dealer himself.

POINTED EDITORIALS.

Some manufacturers of arms report straightened supplies of single-barrel guns.

* * *

The Stove Selling Contest brought out some very able expositions of salesmanship.

* * *

The first building erected at Talmage, Sask., was a hardware store. The hardware trade always leads.

Hardwaremen who visit Toronto Exhibition are invited to visit Hardware and Metal, at 143-9 University Avenue.

* * *

On August 17 a western hardwareman was advertising "spring goods." This man is just four months behind the times.

* * *

Many retailers have already started their fall paint campaigns. There has been a marked improvement of late in the retailing of paint.

* * *

Canadian stove manufacturers need the assistance of the retail dealer in the west in their fight against the sale of imported cheap lines.

* * *

The humming of the binder in the west is a merry sound to the ear of the hardwareman, who looks to the farmer for much of his business.

* * *

While there will probably be no serious shortage in stoves, business this fall promises to be brisk enough to satisfy everybody in the stove trade.

* * *

Motor cars for traveling salesmen is the latest idea. We predict that the number of men seeking positions on the road would be considerably increased by this innovation.

* * *

The late John W. Gates was the originator of the demonstration idea. He sold his first supply of barbed wire in Texas by demonstrating that a herd of steers could not break through.

* * *

The attitude of the retail dealers who are issuing catalogues to offset catalogue house opposition is reminiscent of the advice of one David Harum: "Do unto others as they would do unto you, and do it fust."

* * *

Some stores do not sell more than half a dozen washing machines a year. Yet one Ontario firm, purely and simply through force of progressive salesmanship, has sold nearly two hundred this year already.

* * *

There is a great deal of common sense in the advice given by Vice-President Occomore on the question of price maintenance. The dealer who has one price on his stoves, and sticks to it, is saved much subsequent trouble and embarrassment.

* * *

A copy of a hardware ad. which appeared in an Ontario weekly newspaper on Aug. 9, has been received. The curious part of it is that the ad. refers to the zero weather and suggests that customers look in for their skates and blankets. Either this merchant is a practical joker or he has been paying his good, hard cash for an ad. which he has forgotten to change for six months or so.

To Make Good in the Furnace Business

Doing Satisfactory Work the First Essential—Pleased Customers Are Persistent Advertisers of a Furnace—Handle One Line and Know It—Make Collections Promptly.

By R. C. Chown, President Ontario Retail Hardware and Stove Dealers' Association.

IN selling furnaces, I have found that there is a most intimate connection between the sale and the installation. An improper installation will do more harm than pages of advertising and hours of talk can undo, and a customer whose house is cold while his furnace is making records as a coal consumer feels that he is justified in publishing that fact far and wide, especially among prospective furnace buyers.

Of course, he lays the blame on either the dealer or the furnace. It doesn't matter much which is the target for his wrath, as the result in either case is to spoil the dealer's chance of securing further business. It is only natural that the man who instals a furnace should refuse to buy from a dealer in whose workmen or furnace he has no confidence.

Look Well to the Installation.

So I put it down as one of the cardinal principles of making good in the furnace business, that all work done should be absolutely satisfactory.

I believe that the first matter to receive attention in building up a furnace trade, is the appointment of a competent foreman. If you can secure someone who is well known locally, and whose ability is recognized, so much the better. He will have the confidence of the public, who will know that he is capable of laying out the work so that the furnace will deliver heat as evenly as possible.

Selecting Your Furnace.

I believe in handling only one line of furnaces. I want to feel that my furnace is really the best one on the market, and I could not conscientiously recommend two different lines as equally good.

The dealer should study every furnace he knows of before he selects the make he is going to push. His first care is to make up his own mind as to the best furnace in sight. Having convinced himself, and determined to confine his efforts to the sale of one particular line, he will find it easier to convince his prospects also, that the furnace he offers them is the best in sight.

Another advantage of making a careful study of the question, is that it enables you to know all the good points of your furnace in comparison with competing lines. It is to be expected that skeptical prospects will look for you to tell them just why your furnace is superior, and that necessitates your knowing the points of competing lines.

Just here let me say that it does not pay to knock the other fellow's goods. It is possible to put forward the merits of your furnace, showing how they are superior to the features of other lines, and, at the same time, leave the impression that you are comparing them in a non-partizan spirit. The prospect instinctively discounts the claims of any salesman who knocks competitors' goods. Similarly, if he sees that you are willing to concede that other furnaces are at least fit to exist, he will have more confidence in the arguments you advance in favor of your own line.



R. C. CHOWN, Belleville.
President Ontario Retail Hardware and Stove Dealers Association, Who Has Made a Big Success of His Furnace Department.

Where possible, I think it would be advisable to avoid all reference to other makes of furnaces. Very frequently, though, the customer has been investigating elsewhere, and will, himself, bring up the claims made by rival agents. It is then that the dealer can make use of his knowledge of competing furnaces, by showing where his furnace is superior, but, as stated, he should carefully weigh his arguments so that they will not appear to be knocks.

Co-operate With Manufacturers.

I would strongly advise every furnace dealer to use all the help he can secure from the manufacturers. Different manufacturers have different methods of co-operating with their dealers, but practically all of them will give advertising help. This may consist in newspaper advertising, circulars and catalogues for distribution, special window trims and show cards, or all of these combined. At any rate, the live dealer should seek all possible assistance from this source, and he, in turn, should do his part to see that this assistance is not wasted. It seems to me that the average manufacturer is more willing to aid the dealer than the average dealer is to aid the manufacturer, in securing business.

Sometimes a manufacturer asks the dealer to furnish him with a list of prospective furnace buyers so that he may circularize them on the dealer's behalf. In response to an appeal of this kind, it will pay the dealer to sit down for an hour or two and think out the names of people he knows of who might be induced to buy a furnace. In the case of new houses, it will be easy to secure these names by consulting the list of building permits, or phoning the architects and contractors of the district. Yet some dealers are not even willing to go to this much trouble, but, if they respond at all, they simply copy down a section of the voters' list. As I look at it, the assistance that a dealer is able to give to the manufacturer redounds to the advantage of one as much as of the other.

Keep a List of Installations.

One of the most convincing arguments is to produce a list of installations you have made where your prospect knows that good results have been accomplished. I think the furnace dealer should have a complete list of his customers to show prospects. The prospect is sure to know some of the people on the list, and, perhaps, he has been in their houses and knows that they are well heated. That will give him added assurance in your ability to heat his house as well. To show your own confidence in your work more conclusively it would be a good idea for you to urge him to call on some of your customers and find out at first hand what they think of the furnace and the manner in which your staff installed it.

It must be understood that even the best salesman with the best possible proposition will sometimes fail to secure an order. Don't be discouraged if you should lose a sale once in a while.

The other fellow has to make a living somehow.

Don't Jump from Job to Job.

Reverting again to the problem of installation, my advice is to always finish one job before starting another. This is a good rule at all times, but especially when you have a lot of work ahead. It is the only way in which you can avoid trouble and keep faith with your customers. Even those who have to wait will realize the fairness of dealing with the various jobs in the order in which they were placed.

Profits are also larger and surer under this method, as the cost of going to and fro is quite considerable, and the work cannot be finished in anything like as good time as if a regular system of doing one job after another were adopted.

Ask a Fair Profit.

You must make a profit on your furnace department as well as in the other branches of your business. Therefore, do not be afraid to add a fair profit when preparing your tender. Do not try to make a profit by skimping the work. Always furnish exactly what your tender calls for.

Make Prompt Collections.

When the work is finished, collect the account promptly. You will find it easier to collect at the time, and will make a reputation for yourself as a good business man.

It is customary in some places to date all furnaces February 1st, at least those which are installed after July 1st. This, I consider a mistake, as the hardwareman has to pay his employees for the labor every week and he also has to pay for his material on comparatively short dating. For those reasons, he should not be called upon to give customers so much time on this class of work.

Some customers might desire to withhold payment pending the advent of cold weather, when they will have an opportunity of testing whether or not the work is satisfactory. In such a case, I would give a guarantee, if they ask for it, but would insist on prompt payment. You will be perfectly safe in giving the guarantee, if you do good work and put in a first-class article.

Lastly, if you should have occasion to replace some of your work, do so pleasantly. It will pay you not to be grumpy about it, as your customer will feel sure you are willing to do what is right, and will not forget to advertise your liberal treatment among his friends.

Retail Catalogue Versus Mail Order Booklet

How Some Dealers Fight the Catalogue House With Its Own Weapons — Scheme Inaugurated by a Former Woodstock Merchant — Success Achieved Since by Other Firms.

THE menace of the mail order house has resulted in stirring up retail dealers to a greater degree of activity than they might have exhibited if left to themselves. A share at least of the improvement noted of late years in retailing methods has been due to the pressing opposition of the catalogue house. It might even be said that the mail order system has not, for that reason, been an unmixed evil. Having stirred a certain number of dealers out of the semi-apathy created by lack of telling opposition, the system has in that sense, been of benefit to the trade.

The dealer, who strives to keep pace with that enemy from afar, has an incentive to improve his store, put in attractive window displays, carry a better stock and advertise systematically. He will often hit back at the "soulless corporation," which is invading his territory with its wily sales-campaign. The latest development in the way of a counter move is the issuing of catalogues by retail dealers. A number of progressive hardware merchants have followed this plan in Canada with unvarying success, so that the plan seems to be fully as feasible as might be expected on reviewing the situation.

What more natural than that the dealer should adopt the same means as the mail order house to reach the people in his district? If the catalogue house can sell goods solely through the power of the catalogue, surely the home dealer can do the same. He has propinquity, local advertising and a certain amount of latent sentiment to back him up.

As far as the records show, the first Canadian retail hardwareman to adopt this plan was John Buchanan, of Woodstock, whose business was taken over and is now conducted by Fred. W. Karn. Mr. Buchanan got out a neat booklet with information covering his complete stock. Prices were quoted and quite a number of illustrations used. The results were all that had been anticipated. People responded just as readily as they do to the efforts of the mail order house. They wrote in, or called at the store, for articles which they had seen in the booklet. It is understood that Mr. Buchanan repeated the operation on several occasions with an equal degree of success.

An Auspicious Start.

Creeper & Griffin, Owen Sound, were among the first to follow out the same idea. They inaugurated their entry into business with the publication of a large booklet. The catalogues were sent out on April 13, reached the homes of the people in that district on the following day and on the fifteenth the store was thrown open for the first time.

The effects of this preliminary campaign were at once felt. The new firm found that their booklets had introduced them better than a term in business would have done. People had become acquainted with the name. It frequently happens that a new firm will be in business for quite a time before the public, as a whole, awakens to the fact. In the present instance this difficulty was largely obviated and the two enterprising young men, who comprise the firm, found that they did not have to wait for people to come to the store. The catalogues brought them. The first day even saw quite a healthy attendance of customers.

Creeper & Griffin have put out catalogues since and have been able to trace direct results. They make a point of doing the work thoroughly, covering their district carefully. Although their booklets have been large and fully illustrated, the cost has not been great and the returns have always more than compensated for the capital expended.

Got Telling Results.

This spring Pow & Wilcox, of Tillsonburg, got out a catalogue, as noted some time ago in Hardware and Metal. Shortly after the booklets were issued, the writer happened to be in Tillsonburg and took advantage of the occasion to visit the firm. He found that the experiment had proven eminently successful. "We believe that the returns have been even better than we had hoped for," stated Mr. Pow. "People have sent in orders for goods which they saw in our booklet and we have had customers in the store who certainly had never called before."

The firm sent out a large number of catalogues and got replies from places far removed from Tillsonburg. This is a

telling evidence that the catalogue is a sales-maker whether it be published by a large mail order corporation or by the home dealer. Reach the people first; that seems to be the secret.

Some Figures.

There have been other dealers who have essayed to fight the mail order house on its own ground.

In conversation with the writer, one merchant stated that he had put out as many as 11,000 booklets at one time. He had covered, not only his own immediate territory, but districts not too far removed which he knew were not covered very well by any hardware dealer.

"It cost me $240," he stated. "I got quite a number of cuts from jobbers and manufacturers and that saved me some. At that, I used a good grade of paper and did not skimp on the get-up."

"And did it pay?"

"Well, judge for yourself from these figures," was the reply. "Our business for the last four months is $2,000 ahead of the same period last year. A general development will account for some of that but a good part of the increase is due to our catalogue campaign."

Discretion Required.

It is not generally considered to be the best policy to advertise by circular, the consensus of opinion favoring a newspaper campaign. Certainly, however, it is wise to fight the mail order house with its own weapons. It is worth noting that in all cases mentioned above the catalogue campaign was backed up by effective newspaper advertisements.

Price Maintenance in the Stove Department

Stove Dealer Believes That It Pays to Set a Price and Stick to It—The Management of the Tinshop—Writer of This Article is Second Vice-President of the Ontario Retail Hardware and Stove Dealers' Association.

By H. Occomore, Guelph, Ont.

THE stove trade has shown a marked improvement of late years, despite the tendency now to put furnaces, steam or hot-water systems in the larger sized residences. There is still a well sustained demand for heaters, and, of course, coal ranges are selling better than ever. To offset what we may have lost through the introduction of steam and hot-water, there is the gas stove trade. Practically every house is installing a gas stove, and, as a result, the dealer finds them a profitable line at certain seasons. Altogether we have little to complain of in the stove trade



An exterior view of the store of H. Occomore, Guelph.



Interior of the stove store of H. Occomore, Guelph, together with a picture of the proprietor.

to-day and, despite this talk of new inventions—electric heating screens, paper bag cookery and such like—we will find that the demand for stoves will continue along in the same way for a great many years to come.

I personally believe that the stove business demands close attention, if a fullest measure of success is desired. The stock should be known thoroughly, and the salesmen should be in a position to advise customers intelligently on all points relating to cooking and heating. To do this, it is necessary to give much time to the stove department. So convinced am I of the importance of stoves and heating goods that I have made it a point to confine myself solely to goods of this character. I carry stoves, kitchen utensils and supplies of all sorts, washing machines and boilers, but I do not branch into any straight hardware lines, my reason being that I believe it pays me to concentrate on the one line. My staff have a better opportunity to learn the goods and to secure a thorough understanding of the business.

One-Price Policy.

I have always followed the plan of asking one price for my goods and never deviating from it, no matter what pressure may be brought to bear. This policy, I am convinced, pays in the long run. If you cut the price of a stove in order to clinch a deal, it is likely to cause you considerable trouble afterwards. For instance, a neighbor of the man for whom the reduction was made hears about it and comes to you when he needs a stove. He is not slow to inform you that he expects the same concession as the other man and you may be sure he will buy from you only on that consideration. Then there is the other side of it. One man buys from you at the regular price and hears afterwards that you cut $5 off the price of the same stove for another man who was dickering with a rival dealer. That man thinks you have swindled him, and you have no arguments that you can advance to prove otherwise. It is not only highly probable that he will never deal with you again, but he may alienate other customers with his loud-voiced complaints.

I follow the policy of setting one price and sticking to it through thick and thin. It may lose me sales on some occasions, but it saves me infinite trouble and gives me a better standing generally, and, in the long run, pays me well.

Management of Tinshop.

Judging from the remarks of some of the speakers at the Peterboro Convention, there are many of them who find it difficult to make the tinshop a paying department. This was a distinct surprise to me, as I have always regarded the tinshop as the best paying part of the business. I can readily understand, however, that a tinning department would prove anything but satisfactory if it were not given close attention. There are innumerable chances for leakages, and the employes must be kept constantly engaged on work of some kind. A slack spell of a week or so every now and then would eat a formidable hole in the earnings for the year.

In my department I employ ten men

all the year around. The number may be increased at times when we are particularly rushed, but I never have less than ten. The business has gradually worked up to this size, and I believe I can give credit for its rapid growth to the fact that I have always striven to give the best possible service to my customers. A satisfied customer is the best advertisement I know. Never from the start have I found it necessary to go out canvassing for work or to take any extraordinary measures to bring custom my way. It has come of its own accord, and "Service" has been the secret of it all. It has always been our custom to do a job as well as we could, sparing neither time nor pains. If complaints have come, we have effected repairs and alterations without complaint, and have managed to keep our clientele intact.

To keep the department busy all the year around is probably a greater tax on the business capacity and ingenuity of the proprietor when he has just a few tinners in his employ than when the department has grown to larger proportions. I have little difficulty in that way now. If work is a little slack in tinning work during the winter months, say, the men are started in at making elbows and stocking up in goods which cannot be used in the store. During the busy stove and furnace seasons they help at the work of installation. I am thus able to keep them busy all the year around without any great difficulty.

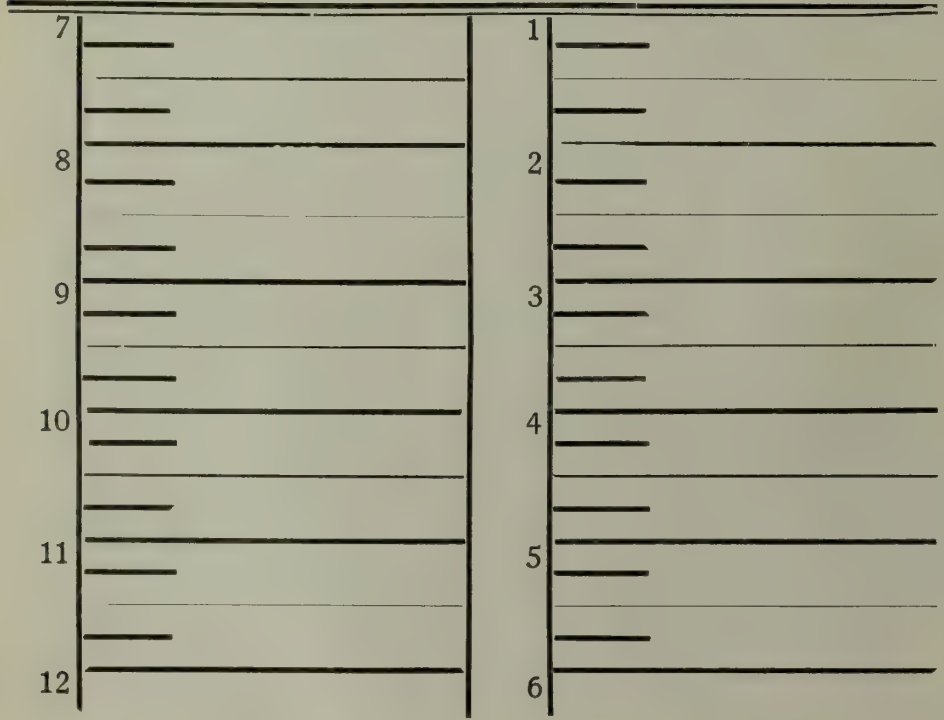
Checking Time and Material.

It is, of course, highly necessary that a strict check be kept on time and material. If this is not done, losses will quickly ensue. Carelessness and waste in handling material will soon reduce your profits to the disappearing point. To obviate this, I have for years used a time card, as shown in the accompanying illustration. Each man gets a card each day, which he fills out as he goes along. He marks the material used on the back and every item used on the job is accounted for in this way.

TIME CARD TIN SHOP

H. OCCOMORE & CO.

Tinner_____ Guelph_____ 19____



Will There Be a Stove Shortage this Fall?

Much Depends on Western Crop—Furnace Business Has Been Unusually Heavy—No Stove Shortage as Yet But Brisk Business Practically Assured.

THE Canadian stove trade has been somewhat concerned, of late, over reports that a shortage in stoves was threatened this fall. Consequently with a view to determining the exact nature of the situation, Hardware and Metal's editors have personally visited nearly all the leading stove foundries of the country, to ascertain at first hand, the views of the stove manufacturers, on the subject.

Upon one point, all seem to be agreed. It is practically assured that the stove business this fall will be brisk. Moreover, if the Western crop materializes to the extent that now seems extremely probable, orders will undoubtedly be much heavier than usual, and foundries which have been running full time the year round, will find that their stock is none too large.

This, however, is still a matter of conjecture. Orders right along have been well in advance of those which were booked up to the same date last year, but at time of writing, practically every stove founder visited, exhibited a well assorted stock ready to fill orders for the fall trade.

Of late years, Western Canada has become the consumer of a very large proportion of the output from Canadian stove foundries. A peculiar feature of the Western trade is that it is difficult to secure specifications from dealers until the crop is absolutely safe. Then, when it is known just how much grain has been harvested, and how much money the farmers of the Prairie Provinces will have to spend, the dealers feel safe in estimating the number of stoves they can sell in their districts, and the jobbers, in turn, are able to draw up their specifications for the foundries. Of course, everything is wanted in a rush, and the foundries experience the busiest time of the year.

"We do not anticipate any stove famine," said the Sales Manager of one of the largest foundries. "We look for a very brisk trade—brisker than last year by a considerable margin. But we have been working to capacity for months, and have the biggest stock we have ever yet gathered together. We think we will be able to attend to all the business that offers."

Another large stove founder, upon being asked for his opinion, stated that it was still problematical, whether business would be abnormally heavy.

"If the West safely harvests the large crop that is promised," he said, "The demand will be heavy and there may be difficulty in supplying some of the lines. The furnace business is now on, and, if it is any criterion of what the stove trade will be, we may look for an unusually busy season. We, however, are in good shape to fill orders, as we have been working steadily since February 1st, and have accumulated a large stock from which to draw."

In brief, the opinion prevails, in the trade, that business is going to be heavy this fall. At the same time, ample provision appears to have been made for it.

Splendid Hardware Establishment in Vancouver

Cunningham's, Limited, Have Frontage of Fifty Feet—Situated on Prominent Business Street—Office Situated Inside the Door — Convenient and Attractive Store Fixtures—Specialty Made of Hotel Furnishings—Large Stock of Plumbing Goods Carried.

DISTINCTIVE features have been initiated into the hardware business of Cunningham's, Limited, Vancouver. This firm was originally F. W. Cunningham, and after several years' business a partnership was recently formed with J. A. Fortier, and the new store was opened just before the Christmas season. The new store is on the lower end of Granville Street, the business thoroughfare that has come into prominence of late years, and is in a position to secure a fine and large trade. It has a frontage of 50 feet, with a depth of 120 feet, with basement full size. Even with this large floor space, additional premises, 50x120 feet, on Cambie Street, are necessary to take care of the sheet metal works. One's interest is attracted the minute one enters within the rays of light that emanate from the brilliantly illuminated windows. The doorway is in the centre, but behind a centre display window 10x4 feet, which is really a large silent salesman. The other display windows are each in the form of an L, each with 11 feet frontage on the street and 14 feet deep. This gives room for a magnificent display, and in these windows goods are laid out with taste, with price tags attached. In fact, the windows are a miniature hardware store, only, instead of detail stock, special lines are laid out, and on a Saturday night quite a number of spectators make the trip around the spacious six-foot entrances just to see the show. Certainly, if one has a hardware need it is suggested there.

Large Floor Area.

Once inside, the customer is struck by the large floor area, the neat appearance, the display of goods in cases, and the corner of the plumbing department, where enamelled baths, etc., are set out complete. The proprietors claim that their store is not equaled in Canada, and it is doubted if there is another which has better or more novel features. There is no waiting for the person who comes in to buy, unless everyone is more than usually busy. Clerks are instructed to give every attention to the customer, and if they cannot be served immediately they are assured that their presence has been noted. In this respect, Mr. Fortier has had his office placed just to the right-hand side of the door as one enters. He found that in a big store occasionally a person used to come in, and the staff being busy they were able to get out again before he could reach them across the floor. So he got his office placed right inside the door, and anyone who thinks of making a retreat is at once noted and headed off. Usually the office of the head of the firm is some retired corner, but this handy arrangement has great business advantages.

Lay-out of Main Floor.

On the main floor, the hardware section is down the left-hand side, with builders' hardware under the rear balcony. Around the head of the stairs leading into the basement are the bolts, contained in a cabinet which is very convenient and serves the useful purpose of hiding the stairs. Under the cabinet, a foot high all round, are bins containing hinges. On the other side of the store, in front, is the plumbing display, tinware and graniteware on the walls, and at the rear the stoves and other house and hotel supplies. On the balcony, over the show windows in front are sporting goods of every description. On the balcony in the rear are the ac-



View of Main Floor in Store of Cunningham's, Limited, Vancouver, B. C.



Store Front of Cunningham's, Limited. Note the Fine, Big Silent Salesman in Front of Entrance.

counting offices and Mr. Cunningham's office. In the basement is the reserve stock and shipping facilities, the hardware being shipped from one side and the plumbing from the other. The location is convenient, for the main floor is on the level of Granville Street, while the basement is on the level of the lane, which takes the disorder of shipping out of the way and out of view.

Fine Store Fixtures.

The store abounds in features, which are noted briefly for the suggestions they might contain. The wall case is of solid oak of the firm's own design, the tinware and enamelled ware shelves having solid oak facing and ledge. The doors of the cabinets are covered with red that the goods displayed may show up better. Panelled doors are on the wall cases, reserve stock being carried in drawers. In drawers are also such stock as sandpapers, twine and other articles that will not sample well. Every sample of shelf and builders' hardware, with the exception of mounts, is behind glass. The policy is to sample goods, for two reasons, that the clerk may put his finger on what is wanted in a moment, and, second, if the customer does not know the name of what he is after he will see it at once.

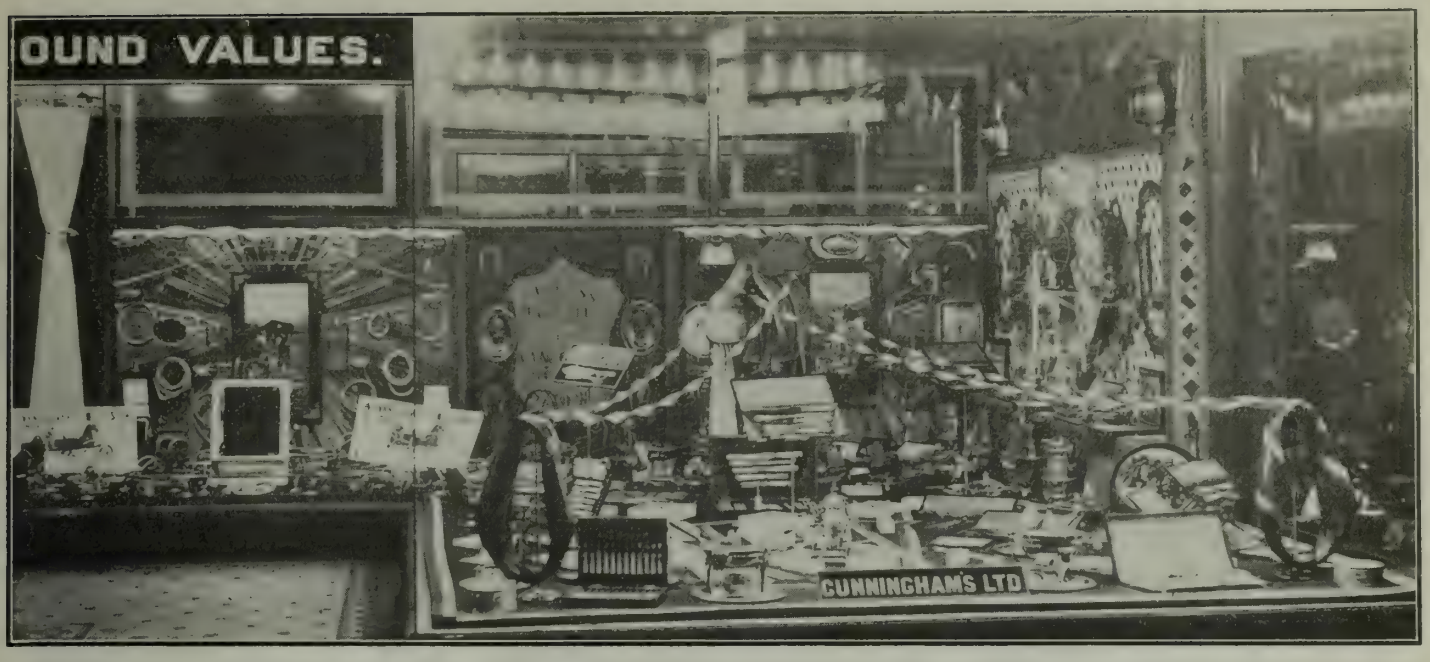
The first thing one strikes on the hardware side are the saws. These are kept in drawers, 90 in all, but on two tables close by are displayed all the different varieties. This is one of the best displays and the best arrangement ever seen in a retail hardware store in the west.

Oils and bulk varnishes are handled by the Bowser system of pumps, thirteen in all, eleven in the store, with the gasoline and benzine outside. These pumps have given eminent satisfaction and the firm expects that in a short time they will have paid for themselves.

The builders' hardware carried is the art brass design manufactured in Seat-



A Builders' Hardware Window Display, Made by Cunningham's, Limited, Vancouver, B. C.



A Horse Show Window Display, Made by Cunningham's, Limited, Vancouver, B. C.

tle, a very fine line, with other standard makes.

In addition to house furnishings, a complete line of hotel furnishings is carried, with crockery to complete this layout. A specialty is made of McClary stoves, and this firm's large chef range has been successfully placed.

Plumbing and Heating Department.

Over $50,000 worth of plumbing and heating is in hand. This firm put in the plumbing and heating apparatus in the Tardiff apartments, and did three large buildings in the same block in which the store is located. The Torrid Zone furnace is handled in this connection. Electric power is used to thread and cut pipes.

Three thousand candle-power electric lights are used in the window, this light being kept on week day nights, making the display a distinct attraction. In the store proper, there are twelve drops of 250 candle-power each, with two gas arcs for use in case of emergency.

Features of the Store Opening.

When this store was opened the event was so widely noted that 6,000 people attended. Coffee and tea were served, and to the first 300 children who came accompanied by their parents 300 carts were given. To the older people there was a distribution of 2,000 nickel-plated trays. On each tray was engraved the name of the firm and a view of the inside of the store, with the motto, "Honest dealings and sound values."

Messrs. Cunningham & Fortier are both young men of good business sense and capability. Mr. Cunningham is 28 years of age, and is a son of James Cunningham, who for 50 years has conducted a hardware store in New Westminster, and might be counted the pioneer hardware merchant of British Columbia. Mr. Fortier was at one time with McLennan, McFeely & Co., of Vancouver, and latterly with the Pacific Hardware & Steel Co., of San Francisco.

In handling their $35,000 stock, not including $10,000 worth of fixtures, they have 50 feet of silent salesman and 15 store salesmen, who are anything but silent. Altogether the force employed is 40. To preserve the best mutual feeling and to secure thorough co-operation, meetings of the staff are held on the first and second Mondays of each month. At these gatherings, every matter of store detail is discussed, and here it is that the heads of the firm make known any grievance, instead of "calling down" the employe, perhaps before a customer. Suggestions are invited from members of the staff, and hints for good behavior, tact with patrons, courtesy in answering the telephone, etc., are given by the management. In addition to the direct advantages, these meetings maintain a bonhommie among all those connected with the store, which goes a long way to get the best results.

Practical Demonstration of Salesmanship.

A feature of these meetings are practical demonstrations of salesmanship. For instance, at one meeting the article was stoves. The man in charge of the department took one of the members of the firm as a prospective customer, the latter asking every question about a stove that a practical man could think of. This not only creates efficiency in knowing one's article and how to dispose of it, but is also useful instruction to the other clerks, for it is never known when one of the other members of the selling staff will have to be called into another department. This feature keeps the clerks keenly interested.

Apart from the physical features and attractive appointments of such a store, the initiation of modern ideas, novel methods of display and a system of keeping the employes alert and always on the job, should certainly spell success, as well as credit, for the men who are at the head of the firm.

"The Green Front Hardware"

W. F. Mickus Has Many Fine Features in His Remodelled Store at Preston—Fifteen Years' Experience Suggested Valuable Improvements and Conveniences—Interior and Exterior Finished in Mission Oak.

FOR fifteen years, W. F. Mickus has conducted a hardware store in Preston, Ont., and for the greater part of that time it was the only hardware establishment in the place. But, as the village grew into a live manufacturing town, and the town commenced striving to-

ward cityhood, he found his store building altogether too small to accommodate a rapidly growing business.

So, in the summer of 1910, he determined to remodel his premises to suit the needs of a present day hardware store. The alterations were carried on without any interruption to business, and, although the work consumed a great deal of time, it is now completed, and everything is in fine condition. The remodelled store will compare favorably in plan and equipment, with any hardware store outside of the larger cities.

The illustrations accompanying this article will give a good idea of the appearance and layout of the store. The showroom space is 110x26 feet and the stock is arranged so as to secure the greatest amount of convenience to both customers and salesmen.

A Modern Front.

The front is very attractive, and is modern in every respect. It is 26 feet in width, and the two main piers, being built of green glazed brick set off with marble dust mortar, are a very striking feature. The large plate glass windows, are supported by Thorne corner bars which are practically invisible. Immediately above the plate glass, are three lights of prismatic glass, held together by Thorne division bars. On observation, it will be noticed that this prismatic glass runs across the whole of the front, which makes every corner of the interior very bright.

The second storey is of red brick, which runs to the top cornice, the three large windows affording a well-lighted store room. The trimmings are of white stone, and both main and lintel cornices are of galvinized iron. The main cornice and pediment are of a very massive design.

The entrance, which slopes up from the street, is paved with cement, and, on either side, is a show or display window 7 feet by 10 feet in size.

The Entrance Arranged for Convenience.

On entering the store the first thing that draws attention is the clear open space down the centre of the store, which gives the store a large, roomy appearance. The next feature is the Walker bin wall case finished in mission oak. This wall case is on the left and is 24 feet long and 8 feet high. It is devoted to the displaying of sporting goods, cutlery, hardware and mechanics' tools. One thing worthy of mention in connection with this case is that all the samples shown are covered with glass, so as to prevent their becoming dusty or shopworn.

Beyond this is the shelving for graniteware and tinware, of which Mr. Mickus carries a heavy stock, and adjoining these shelves is the office, which is roomy and well lighted, with safe accommodation and well furnished.

Directly in front of the wall case is a silent salesman 6 feet in length, which is artistically arranged with high class cutlery, and next to this is another silent salesman 8 feet in length in which silverware, brass goods, carvers and hollow ware are arranged. Next to these salesmen the stock of stoves and seasonable goods are attractively arranged. In this department, oil stoves and ovens have been prominently displayed since the opening of the season, and Mr. Mickus has had a splendid business in this line. He states that, since the advent of the hot weather, he has sold 66 New Perfection stoves, and in the neighborhood of 50 ovens.

Arrangement of the Right Side.

At the right of the entrance is a wall-case, used for displaying shears and



Interior of W. F. Mickus' hardware store, Preston, Ont. On the right is Mr. Mickus, and on the left, his chief clerk. Mr. Pautler.

scissors. Extending from this case are the hardware drawers, also finished in mission oak.

Next to this is the National cash register, which Mr. Mickus refers to as "the bulldog of the business." Beyond this is a cabinet in which are displayed bathroom fixtures, and from this the hardware boxes are again run to the stairway.

The stair leads to the wall paper department and stock room on the second floor. Directly beyond the stair, is the paint department. Ample room is given to this special department, as Mr. Mickus is a firm believer in carrying a good stock and assortment of colors, paints and varnishes.

Directly in front of the hardware boxes is a counter on which are cases displaying pocket cutlery, electric irons, and other electrical devices. The nail counter comes next, and this counter is used for nails only. Beyond this is the paint counter, under which the dry colors are kept.

The rear of the store, which is partitioned off the main store, is used as a goods receiving room, and here are also shown the plumbing goods, garden tools, washing machines, and second-hand stoves. This department has a convenient side entrance, and it is also well lighted with many windows.

Wall Paper on Second Floor.

On the second floor, in addition to the stock room, is located the wall paper department. This department is a big factor in Mr. Mickus' business, as he makes it one of his most important side-lines. He carries a large stock to choose from, so that the town people have no need to send to the larger cities for high class papers and decorations.



W. F. Mickus' "Green Front Hardware," Preston, Ont. The two main piers are of green glazed brick, with marble dust mortar.

Well Lighted Tinshop.

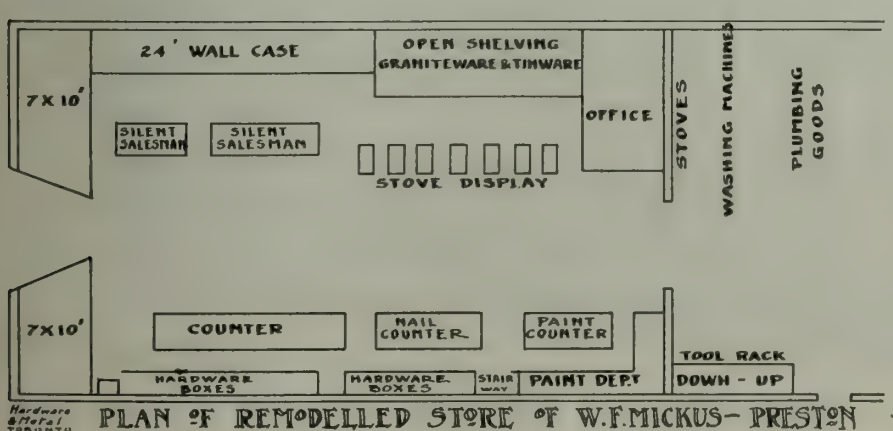
Immediately beyond this department is the tinshop, in which several skilled tinsmiths are engaged to handle Mr. Mickus' immense business of installing furnaces and troughing houses, as the building operations in Preston at the present time are very heavy. This department is also well lighted as there are numerous windows in the shop.

Below the first or main floor is the basement, which extends the entire length of the store. Here the plumbing department is installed. Mr. Mickus does a large business in this line as well as heating. He has several expert plumbers on his staff. Here also are kept the nails, oils, whitelead, glass, building paper and all heavy stock.

Some Important Features of the Equipment.

At night the store is brilliantly illuminated with Osram Tungsten lamps, six in number, each having the capacity of 100-candle power. One of these powerful lamps is in each window. The effect upon the goods displayed in the silent salesman, show cases, wall cases and windows may be imagined.

The one window is given entirely to electrical fixtures, of which Mr. Mickus carries a well selected stock, another paying side line. The ceiling is 13 feet high and is covered with a heavy embossed pattern of metal supplied by the Metal Shingle and Siding Co., Preston. It is decorated in a delicate green color, which adds beauty to the mission oak fixtures.



PLAN OF REMODELLED STORE OF W.F.MICKUS- PRESTON

Guelph Firm Double the Capacity of Their Store

Bond Hardware Co. Have Now a Roomy Establishment—Interior Arrangements Are on a Model Scale in Many Respects—Prominence Given to Sporting Goods and Paints—Linoleum Handled as Side Line.

THE new store of the Bond Hardware Co., Guelph, has been completed and is now, undoubtedly, one of the best retail hardware establishments in the Dominion of Canada. Made up as it is of two stores thrown into one, both of which were of more than ordinary size, the present store is one of most unusual capacity. It is roomy and bright, with adequate space within for the display of a large stock and with show windows unexcelled for size.

The Bond store is located on Wyndham Street, Guelph's main business thoroughfare, and occupies the whole block between Cork Street and St. George's Square — the commercial hub of the Royal City. In point of location, therefore, it has many strategic advantages. Up to a late date last fall the half of the store nearest the square was occupied by a shoe dealer, the Bond Co. having the other half, as well as the two upper storeys. It was felt, however, that the retail business was unduly cramped and it was decided to take in the other side. As soon as arrangements could be completed, this was done and the work of reconstruction was started in early fall. The ground floor was entirely re-arranged and a new front put in, the severest part of the work being done in the middle of the Christmas season. Despite the handicap entailed by having a corps of carpenters tearing up things generally, the Christmas trade was conducted along the lines followed in previous years and a splendid volume of business done.

Although the new fixtures have not all been installed, the interior now presents a finished appearance. There is a main entrance in the front, flanked by windows of such size that two separate displays of large proportion can be put in either one. On entering the store, one is impressed with the roominess of the place. There are wide aisles on both sides, with plenty of room behind the counters and showcases. It is no exaggeration to say that at least one hundred people could shop there at the same time without any undue crowding. On both sides, and immediately facing the entrance, large glass "silent salesmen" are located, containing cutlery, cut glass, brass goods and other ware of the best grade. To the right is the hardware department, the side, and right half front being shelved suitably for the storing and display of tools, builders' hardware, etc. The left half of the store is used largely for the display of household goods.

Sporting Goods Department.

The sporting goods department is a model one in many respects. It is situated immediately in the centre of the store, behind the front show cases. Access is easily obtainable as there is a wide space between each show case. The department is the first to greet the eye of the incomer. It is backed by a large case which extends almost to the ceiling This is lined with red canvas on which tennis rackets, baseball gloves, etc., are hung. Against the red background, these goods stand out very distinctly. At first, it was cased in with glass but



A view of the large new store of the Bond Hardware Co., Guelph.

the reflection interfered with the view of the goods from the front and the glass was removed.

Beneath this case are shelves stocked with goods and immediately in front, and also facing the door, are two "silent salesmen" devoted exclusively to sporting goods.

Model Paint Department.

The arrangement of the paint department cannot be too highly praised. It occupies the whole of the rear of the store at the right hand side. Paint stock is displayed on three walls and, in addition, a number of varnish lines are shown along the front of the counter near the entrance. The stock is kept neat and well sorted up and the department bespeaks an earnest effort to attract and please the customer. Two well-known lines of prepared paints are carried and an unusually heavy supply is kept on hand the year around. The Bond Co. do a large paint business.

Demonstrations are frequently held and, with the roomy section of the store allotted to paints, it is found possible to conduct them with the greatest success.

The office occupies the rear of the store at the left and is quite commodious.

A Linoleum Department.

A special department is maintained for the sale of linoleum. It has a separate entrance on St. George's Square and can also be reached from the rear of the main store.

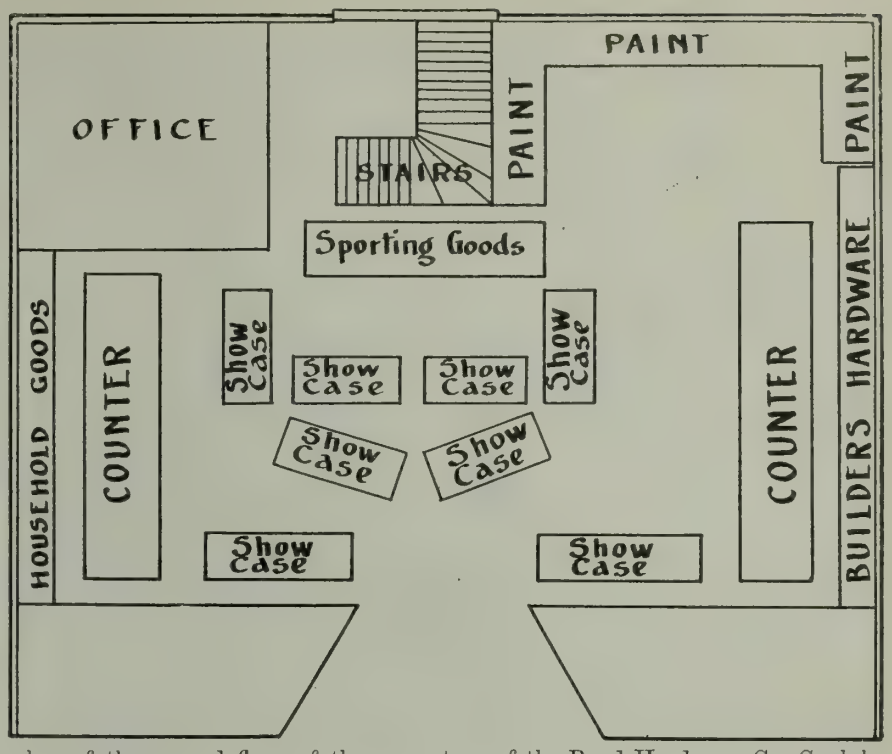
The firm have sold linoleum with a good measure of success for many years. At certain seasons of the year a large trade is done and it is then found necessary to practically keep one of the staff there all the time. This is not done, however, during the duller seasons.

A Showroom Upstairs.

A wide winding stairway is situated at the rear of the store, behind the sporting goods department. The second and third storeys are used largely for the wholesale end of the business and the storing of goods. On the second floor, however, is a good sized room, immediately to the right of the stairs, which is to be turned into a showroom for builders' hardware.

About the Company.

John M. Bond, the founder of the company, was manager of the hardware store of Henry Mulholland in Guelph for a few years. He then took charge himself and for over thirty years conducted the business with a great measure of success, gradually working it up until it became one of the best known hardware establishments in Western Ontario. In 1905 he retired from active business and the present company was formed. In 1906, Mr. Bond died.



A plan of the ground floor of the new store of the Bond Hardware Co., Guelph.

The Bond Co., as now constituted, is made up of comparatively young men. T. A. Keatinge, the general manager, looks after the wholesale end of the business. J. S. Millar is secretary-treasurer and W. G. Howell is manager of the retail end of the business. All are shrewd business men and well versed in their respective lines.

It is interesting to note that the business was first started in 1853 by the late John Mitchell.

The business has grown rapidly of late years and at the present time twelve hands are employed in the retail store and twelve in the wholesale, in addition to an office staff of eight.

An Ideal Hardware and Implement Store

British Columbia Dealer Incorporates Modern Display Ideas in New Building—Believes in One Business Stand, Instead of Scattered Warehouses—A Store With Fifty Feet Frontage.

ANDREW FULTON, who conducts a large hardware and implement business at Enderby, B.C., has recently completed a fine new store, which was designed after his own ideas, and which he considers a model construction for a business such as his.

The accompanying illustration will give a good idea of the size of the building. It is 50 feet wide by 110 feet long, this giving a large floor space for display and storage purposes. Instead of having a separate warehouse for implements and another for stoves, as is so frequently the case, Mr. Fulton centres his entire business under one roof, and he has arranged his lay-out so as to provide the maximum of convenience to his patrons and store staff.

Large Main Show Room.

With a view to displaying his goods in the most imposing and convenient shape, Mr. Fulton arranged for a specially large main show room. It is 50 feet wide (the whole width of the store) by 85 feet deep, and the office is situated in the centre, at the rear of the show room.

The ceiling, which is 14 feet high, is finished with a beautiful pattern of metal ceiling, and the walls are covered with the same material. When lighted up at night, the effect is very fine, and it helps materially to improve the appearance of the stock.

In the daytime, light is admitted to the building from the front and rear only, as there are no windows on the sides. One side is shelved the full length of the building, and the other side is equipped with a row of tool and implement racks.

Making Sales Without Salesmen.

One advantage of the large main show

room, and an advantage which Mr. Fulton foresaw when he planned the building, is that the fine space available naturally invites people to step into the store and look around. Customers seem to enjoy the privilege of examining the goods at close range, and Mr. Fulton has actually found that a great many sales result from these desultory inspections, without taking up the time of any salesman.

Warehouse Behind Main Show Room.

Directly behind the main show room is a warehouse twenty-five feet deep, with an elevator in the corner, 14 feet by 7 feet in size. This is large enough to take up or down a wagon set up ready for use. As a further convenience, a large doorway at the elevator makes it possible to load and unload from wagons without any heavy lifting.

On the second floor there is a well-equipped tinshop, 40 feet by 25 feet in size, where Mr. Fulton's contract work is attended to. The balance of the room is used for storage and as a show room for heavy machinery.

One thing which helps to give the display in Mr. Fulton's show rooms a very imposing appearance is the group of sample buggies, stoves, furnaces and similar goods. The large, roomy premises are especially adapted for showing off bulky articles, such as heating goods and implements, and Mr. Fulton has undoubtedly designed a store plan which is ideal for handling these lines in connection with a general hardware business.

The outside of the building is very neatly finished with galvanized rock-faced siding and galvanized cornice. Thus, taking into consideration the metal ceilings and side walls of the store interior, Mr. Fulton has made full use of this modern building material, which is becoming so popular among retail merchants in all lines.

Idea Evolved From Own Experience.

The general idea behind this building plan was Mr. Fulton's own, and was based upon his experience as a hardware and implement dealer.

"I believe it will prove the right kind of store for a hardware and implement dealer to build," says Mr. Fulton. "Even in a small town, I could never see any advantage in having a little show room and half a dozen warehouses scattered over the town. This invariably results in confusion and loss of time to both customers and selling staff. I believe in having one business stand, and having all your goods there, arranged in the most convenient manner."



Andrew Fulton's New Hardware and Implement Store at Enderby, B. C.

The Vogue of Smooth Casting Stoves

More Expensive to Make Because They Require Skilled Moulders and Best Materials—Popularity of Plainly Designed Furniture Gave Rise to the Demand — Opinions of Canadian Stove Founders.

IF there has been one characteristic standing out more than another of recent years among housefurnishings in general, it has been the plain and neat design. Having furnished her living room in Mission, and her dining room in Flemish style, the housekeeper began to demand a style in stoves which would be in keeping with the rest of her furniture.

Consequently the stove manufacturers, alert as usual to take up an idea that looked good, began to do away with the fancy scrolls which had adorned their plates in the past, and to substitute perfectly smooth plain castings, devoid of ornamentation.

Smooth Castings Cost More.

In the United States, there has been considerable discussion among stove founders regarding the advisability of adopting some means to curb the popularity of smooth castings. It did not take long for the manufacturers to discover that the smooth casting was more expensive to them than the old-fashioned plates. It demanded the highest type of moulding skill to turn out a smooth casting without blemish. It also necessitated the use of a higher grade of pig iron, and the cost of producing a line of smooth casting stoves was shown to be quite considerably more than that of the scroll patterns.

Among Canadian stove manufacturers there is not the same opposition to the smooth casting idea as in the United States. Some rather welcome it, as it affords customers a better opportunity of judging the workmanship of the stove, and also ensures the founders themselves against inferior castings being passed through by careless or incompetent mechanics.

Said one leading manufacturer: "The great advantage of the smooth casting from the standpoint of the ultimate consumer, lies in the fact that it is easily polished. In the old-fashioned stoves the polish would stick in the scroll work and would have to be dug out, while the concave portions of the scroll could never be polished the same as the rest of the stove. With a smooth casting, it is only necessary to pass the brush across a couple of times and a high polish results."

Another well-known stove-maker stated that while he favored the smooth casting, he found that customers usually bought the stove that had a little scroll work. So, on most of his lines, he has struck what he considers is a happy medium. "It is amusing," he said, "to see people come in to buy a stove, with the avowed intention of having an absolutely plain design. On being offered a choice of two identical ranges, one perfectly plain and the other slightly ornamental, they almost invariably select the ornamental pattern, even in these days of plain furniture."

Commercial Enterprise in Pioneer Districts

Hardware Dealers are Found in New Towns Before the Railroads Arrive—The Trade is Always Represented in the Vanguard — H. H. Johnston Erects First Building in Talmage.

THE hardwareman is always found in the vanguard of civilization. When the ground is broken for a new town, one of the first buildings erected is the hardware store. It is found in the town, with a history which dates back several weeks, long before other stores are opened. This is due to the fact that the need for hardware is felt first of all. The hardy pioneer takes his own "kit" to the new land and can be depended upon to look after his supplies for a time but the work of construction calls for tools and building supplies. And so the hardware store is always one of the first institutions of every new town.

Hardwaremen are playing an important part in the upbuilding of the West. The land where "No. 1 hard" is grown has developed with such strides of late years that it is almost impossible to keep in touch with its growth and advancement. New stretches of land are continually being reclaimed from the vast extent of unused territory which borders the north. Towns spring up over night and, skipping the preliminary stages of growth with a scorn for anything so slow, develop into thriving business centres in a time of seemingly impossible shortness. New post offices are added almost daily to the government lists. And the hardwareman is doing his share. Each new town has its store before it has passed the first stages and, in practically all cases, these outposts of commerce—as they might aptly be termed—are managed and maintained in a very creditable way considering the handicaps suffered.



The Store of H. H. Johnston, Talmage, in Course of Construction on July 1, 1911.

An evidence of the manner in which hardwaremen are keeping right up with the van in the work of settling the new land, is furnished in the case of H. H. Johnston, of Talmage, Saskatchewan. Mr. Johnston was one of the first men to move to the new place of that name. In fact, his store, which is shown in the accompanying illustration, was the first building erected in Talmage, the first sign of evolution from the tent life which the first settlers followed for a time. The picture of the store was taken while the work was still in progress. It will be noted that others did not delay long in following the example of the energetic hardware dealer, for buildings are seen in course of erection on all sides.

Enterprising Methods.

The second view is of the store of Cameron and Carscadden, Wynyard, Sask. This firm are typically representative of the energetic class of men who are directing the commercial life of the new West. They are aggressive and right up-to-the-minute in their methods, as will be seen from the accompanying illustration. Believing that a new town needs paint, Cameron and Carscadden inaugurated a publicity campaign which resulted in a splendid sale of paints and varnishes.



The New Store of Cameron & Carscadden, Wynyard, Showing Their Unique Method of Helping Paint Sales.

Trade in the West.

The hardwareman who starts in business in a new western section finds that he is beset with many difficulties. The transportation problem is a serious one. He cannot get supplies at a few day's notice. The facilities are not what they might be and the danger of fire in a new settlement must necessarily lurk constantly in the background. A failure in the crops would affect the merchant almost as much as the farmers themselves.

To compensate him, the hardwareman has the opportunity of rapid expansion of his business, the chance to grow up with the town where he locates; and the average rate of growth is extremely rapid. He has a class of people to deal with who are not afraid to spend their money freely and who will pay a good price.

Are Canadian Stove Founders Gaining in the West?

The Opposition of American Stoves Has Been Very Keen of Late Years, But the Facts go to Show That the Home-made Article is Gradually Gaining the Upper Hand—Some Significant Developments in the Situation.

ARE Canadian stove founders gaining in the Canadian western market?

The stove trade of the West presents many difficulties for the home manufacturer. He must overcome the serious obstacle involved in the distance between the base of manufacture and the point of distribution. He finds the cost of exploiting the market unusually high. In addition, he has to face opposition of a most formidable character, resulting from the invasion of the market by American products.

At the same time, the western trade is of constantly growing importance. It bulks larger every year in the matter of Canadian demand and no one questions that, with the great future ahead, the stove trade there will some day be a paramount consideration. In view then of the importance of the field and the difficulties experienced in meeting the existing conditions, considerable interest attaches to the question as to the headway which the home manufacturers are making.

The Canadian stove founder is gaining; and gaining at a rate which presages a more complete mastery of that growing field. This conclusion has been reached after submitting the question to practically all manufacturers and weighing the facts received in answer. In only one case was a pessimistic note struck; in every other instance, it was agreed that the Canadian maker was gaining.

"We are getting a large share of the western trade," said one manufacturer, "for the simple reason that we have improved our methods of going after business there. We are paying more attention to the field, opening up more and bigger branches, covering the ground more thoroughly and generally showing more ginger and enterprise."

"It is necessary to keep right up to the mark," he continued, "for our opposition is keen and we have hard conditions to face. It costs a great deal to maintain warehouses and sales forces in the West, particularly when we have to meet opposition which seemingly acts on the principle of 'cut to the very bone.' If we do not watch closely and keep on watching, we will fall back instead of advancing."

American Importations.

Another manufacturer makes the significant statement that certain jobbing houses obtain American stoves, for sale in the West, by contracting for the whole output of foundries on the other side. This enables them to have the goods shipped across the line at a low figure and still evade the dumping clauses, which provide that the price paid must be in accord with that obtained on the bulk of the company's output. It will readily be seen that stoves bought on this plan can be sold at a remarkably low figure.

Question of Tariff.

It is generally considered by stove manufacturers that the present tariff on stoves, 25 per cent., is small in view of all the circumstances.

"If it were reduced even the smallest degree we would be unable to meet the American opposition," declared a prominent manufacturer. "It is now at the point where it cannot go any lower without damage to home industry. At the same time, we do not hope for any change and we are managing, through our improved methods, to get a little the better of the trade now."

Considering all the information obtained, the fact seems reasonably established that the Canadian manufacturers have gained ground to a satisfactory degree in most lines. In oak heaters and a few of the cheap grades of cast iron stoves, the Americans seem to have gained. Prices on these lines have been cut so low that the imported article has gained some headway. On all the better grades, however, the home product has more than held its own. In point, both of quality and price, the Canadian stove now compares favorably and, as a result, the imported varieties are not selling as well as formerly.

The fact that two Winnipeg jobbers are reported to have given up the handling of American stoves entirely is significant of the present trend.

Some Opinions.

"Our business in the West was 25 per cent. better last year than the year before," declared one manufacturer, who had recently returned from a trip through the wheat belt. "There is every indication that we will gain correspondingly this year."

"If the crop proves a success," said another, "we will have a record-breaking season in the West."

"Yes, we have gained," declared a third, "but we have had to fight every inch of the way."

"The American makers have gained," said one founder—the only one who advanced this opinion. "They are cutting so low that it is very difficult indeed to meet them."

"We are of the opinion," is the view voiced by another manufacturer, "that the Canadian manufacturers are gaining ground in that field. We believe that, if the dumping clause were enforced, there would not be so many American stoves coming into the West."

Outlook for Future.

From these, and other opinions received, the conclusion can safely be drawn that the only setback—if the word can be used in that connection—encountered by the manufacturers is in respect to the sale of the cheaper varieties. While there are a great many of the poorer class of stoves sold, the margin is so small that the home makers are not likely to lose any sleep over the fact that the importers continue to supply large numbers. In the better grades, Canadian supremacy is becoming marked and, as the price of the home product has been made to meet that on the American-made stove, the day is probably not far off when the ultimate absorption of the field will be effected.

The outlook for the future is, therefore, exceptionally bright. There can be no doubt that the western market is gaining in importance to an unprecedented degree. The demand for stoves today is so much larger than it was five years ago that one hesitates before placing an estimate of what it will be five years from to-day. The field is so well worth conserving from the standpoint of home industry that the aggressive inroads made of late years by the American makers has caused not a little anxiety. The fact that the tide has turned in favor of the home maker is one calculated to afford supremest satisfaction, therefore, and to arouse confidence that the future will see "Made-in-Canada" stoves the main factor on the markets of the North-West.

BRANCH IN WEST.

Burrow, Stewart and Milne, stove manufacturers, Hamilton, have completed their branch warehouse in Winnipeg. It is a six-storey building.

Making a Success of the Sporting Goods Department

G. R. Colville of Fort William Gives Front Space in Store to the Goods—A Description of Unique and Carefully Planned Window Display, Showing Field Scene and Running Water—Outside Canvassing Done.

SPORTING goods offer every opportunity for the display of progressive salesmanship. This is proven by the experience of G. R. Colville, who is with his father, W. G. Colville, in the hardware business in Fort William. He has made a great success of the sporting goods department, largely through displaying the stock to best advantage, both in the store and in the windows.

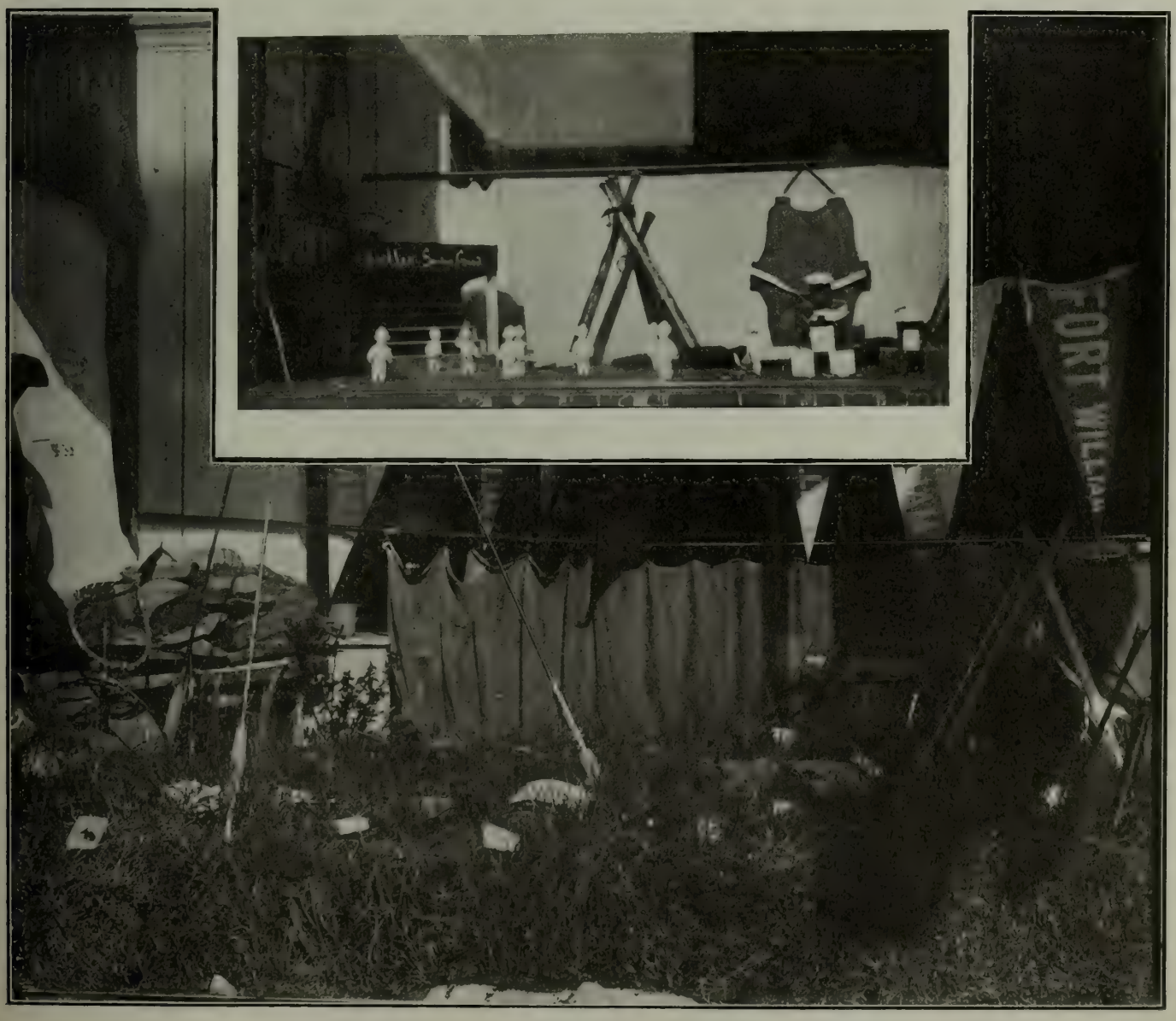
Mr. Colville keeps the sporting goods close to the front of the store. In addition to shelf room, he devotes two silent salesmen exclusively to the display of athletic supplies. One is used for fishing tackle, a good assortment of all the articles dear to the heart of disciples of Izaac Walton being shown. The other is used for baseball goods, tennis supplies and articles generally which are used in field sports. A third silent salesman is used sometimes for the display of sporting goods.

These showcases are located close to the entrance of the store and are certain, therefore, to attract the attention of everyone who enters. Mr. Colville believes that the "preferred position" thus allowed to the department has had much to do with the success he has achieved in that line.

Window Displays.

Mr. Colville has won a deserved reputation for the arrangement of unique window displays. One of his best in this line is shown in the accompanying illustration. Early in the month of June, when the demand for fishing supplies was particularly heavy, he designed an elaborate camping scene window, showing a waterfall in operation and a small stream zig-zagging through a very realistic bedding of grass which covered the whole floor of the window.

Mr. Colville's explanation of how he achieved the difficult effects in this display is well worth the attention of all



Sporting Goods Window Displays Arranged by T. R. Colville, Fort William.

hardwaremen, who are interested in the science of window dressing—for a science it has become in many respects.

A pipe with water connection was let into the side of the window. Beneath the pipe a pile of rocks was built up and over the top a piece of galvanized sheet, with both sides bent up, was laid. This sheet was so placed that it caught all the water from the pipe and carried the liquid out where it trickled down over the rocks. A second layer of stone and gravel was then placed on top, covering both pipe and sheet and thus making it appear as though the water were trickling naturally from a crevice in the rock. The water ran into a four-foot tank, along the bottom of which a winding grove had been made, so that the water naturally followed the groove, thus giving the effect of a winding stream. Gravel was strewn over the tank, leaving the groove clear, and on the gravel real sod was placed. The whole floor space of the window was then sodded in. The water from the tank ran out through a 3-inch pipe to the cellar and the stream was therefore kept in constant circulation.

At the side of the stream a silk tent was erected, with a lantern hanging from the poles in front. Inside, a number of articles were displayed, including a deck of cards and a safety razor.



Pan Used to Make Direct Course of Stream in Sporting Goods Window.

Outside the tent was a large log and various articles were scattered around, as will be seen in the illustration. Altogether, the display was a highly realistic one and it attracted a lot of attention. It might be mentioned that it caused Mr. Colville a great deal of work as he found it necessary to renew the grass at regular and frequent intervals.

Depicted a Diamond.

Among other clever displays originated by Mr. Colville was one showing a baseball diamond. The bases were marked out and a number of miniature figures placed on the field to represent players.

W. G. Colville, the head of the firm, is a well-known hardwareman. If the success of his son, G. R. Colville, in handling the sporting goods department and the outside work can be accepted as any criterion, he also will prove as capable and successful as his father has been.

Improving Sales of Household Goods

Turnbull & Cutcliffe, Brantford, Have Devoted First Floor Solely to Display of Such Goods, With the Best Results—An Unusual Sale is Held in February—Lady Customers Attracted.

THE household goods department has developed into one of the most important in the hardware store. The variety of articles, handled almost exclusively in the trade, which are now needed in every home, has become extremely large of late years. The line ranges from the cheapest and smallest goods, such as tin pans and cups, which retail at a few cents, to expensive articles, such as washing machines and vacuum cleaners, which sell at a high figure. The annual turnover in such goods has become very large and the opportunities for salesmanship and successful merchandising are becoming more evident every day.

Many years ago, Turnbull & Cutcliffe, of Brantford, realized the importance of this department and decided to improve that branch of their trade. Accordingly, they fitted up the floor above the main store and turned it into a showroom for household goods. The department has since grown, until now the annual output is fully twice as large as it was before. In some lines the sales have been, not doubled, but increased ten times over and the advance is still very marked all along the line.

Hold Annual Sale.

Six years ago the firm decided that an annual sale of kitchen, laundry and dairy supplies would be the most effectual method of "boosting" the department. The first sale was held in February of that year and a most satisfactory volume of business resulted. That particular time of year was chosen because trade then is particularly dull, and it was thus possible to devote the energies of the whole staff very largely to the sale. The advertising was done almost entirely by means of bills distributed throughout the city and country districts.

The following year it was decided to try newspaper advertising, and full-page ads. were inserted in the local papers. The results were most convincing on the score of the effectiveness of printers' ink, for the amount of business done during the sale was doubled. Since that time, newspaper advertising has been depended upon entirely, and the volume of business done has shown a steady increase each year. It is understood that, during the two days of the sale, the total sales this year amounted to something like $800.

The sales occupy two days, and the whole staff is turned pretty largely into the one department during that time.

A Large Stock.

As will be seen by the accompanying illustration, the department maintained by Turnbull & Cutcliffe contains an unusually large and well-assorted stock. It occupies the whole of the first floor, and is approached by a wide stairway leading up from the main store. It has been found that business does not suffer to any degree from the fact that the goods are not placed on the ground floor. In fact, the department has grown rapidly since the change was made, for various reasons.

"It enables our lady customers to shop with less restraint," explains W. H. Turnbull. "They have full liberty to wander through the department and

inspect the stock, and they do not feel that, by so doing, they are impeding the business of the store, or delaying other customers.

"Another advantage lies in the fact that ladies will come upstairs to buy one article and, before they leave, they will have discovered three or four that they need. This tendency arises entirely from the fact that we have the goods all together here. No customers, we find, can look at one article without devoting more or less attention to the other things we have in stock."

Space for Display.

As a result of the ample space provided, it is possible to demonstrate the larger articles to best advantage. One side of the room is given over to washing machines. Each machine can be worked and explained fully to the satisfaction of the customer. Some years ago the sales of washing machines were not very frequent. This year, Mr. Turnbull estimates that the number sold will not be far short of two hundred.

Regular Business Stimulated.

Mr. Turnbull states that the annual sale does not hurt the regular trade in household goods one iota. Despite the great volume of business done during the two days, sales keep up to the average, both before and after. In fact, the advertising done for the two-day sale acts as a stimulus to trade all the year round.

"We have built up a regular business for our special sales," he declared. "People have got to expect it now and they do not forget to attend . It has become a regular annual feature and it is particularly popular with our country customers."

While all dealers cannot devote as much store space to this department as the firm in question, it would undoubtedly pay every man to feature his stock of household goods. To do so, the first step is to give up a certain section of the store for that purpose. It is thus possible to interest customers in more than one article. It is further possible to attract lady customers to the store. An attractive household goods department is the surest means known of interesting ladies and securing their custom.

WEST IS DEVELOPING.

C. L. Moffat, of the Moffat Stove Co., who has charge of the western end of the business, is in the east on a visit. He spent Tuesday in Toronto, before leaving for Muskoka for a short holiday.

When seen by Hardware and Metal, Mr. Moffat stated that conditions in the west were most satisfactory. The business the previous year had shown an increase of 25 per cent. in the western field alone and it was anticipated that this record would be maintained. American opposition, he declared, was being felt seriously only in the cheaper grades of stoves and to some extent in steel ranges.

The Moffat Stove Co. have established warehouses at Vancouver and Moose Jaw and have opened a branch at Saskatoon during the present year.

PROMINENT TRAP SHOOTER WITH UNION ARMS CO.

Harry C. Marlatte, who has recently joined the sales force of the Union Arms Co., Toledo, Ohio, with the Dominion of Canada as his territory, was a visitor at Hardware and Metal's Toronto office this week.

Mr. Marlatte is a trap-shooter of long experience, and for some time past has represented the Tobin Arms Co., calling upon the trade from Newfoundland to the Pacific Coast. He will now cover the same territory for the Union Arms Co. His home town is Simcoe, Ont., but he is a member of leading gun clubs in different parts of the country, including the Montreal Gun Club, and the Fort Garry Gun Club, of Winnipeg.



The Household Goods Department in the Store of Turnbull & Cutcliffe, Brantford. It occupies the whole of the First Floor.

How Western Hardwaremen are Advertising

Special Need for Good Advertising Among Merchants in Prairie Provinces—Catalogue House Aggressiveness Must be Combated — Many Dealers Studying the Problem—Some Current Western Hardware Advertisements Reviewed.

IT has been stated time and again, that the best way for hardwaremen to protect themselves against the encroachments of catalogue houses, is to fight them with their own weapons. By adopting their methods of reaching out for business, and taking advantage of being on the ground, there seems to be no good reason why the hardware store should not be able to hold its own against the mail order house which does business so many miles away from its patrons.

The one great weapon which has made possible the conquests of catalogue business, has been advertising. Therefore, if the hardwareman is to meet the distant mail order house at its own game, the first thing for him to study, is advertising. The more closely this problem is considered, the more evident does it become that the key to the situation lies in the effective use of printers' ink.

Western Dealers Should Prepare.

It looks as if Western Canada will soon become the most attractive field for the efforts of the catalogue house. In the United States, Chicago is the seat of all the largest concerns in this line, and the rural districts of the Middle West afford them their most profitable opportunities. In Canada, Winnipeg has already challenged and probably surpassed Toronto as the centre of the mail order business, and the rich prairie provinces will be the peculiar stamping ground of the concerns which depend upon printers' ink and postage stamps, for their existence and growth.

The object of this article is to consider the publicity methods of western dealers, and to suggest improvements, where possible. The accompanying cuts are reproductions of recent hardware advertisements in western newspapers, and we will consider to what extent they are calculated to aid the dealer in selling his goods. For it must never be forgotten, that the sole and only purpose is to create business, whether the methods adopted aim at direct or indirect sales.

A Calgary Hardware Ad.

The writer has searched Calgary newspapers time and again for hardware store advertisements... It was in vain. Hardwaremen did not seem so anxious for business as the real estate agents. Finally he wrote to the Calgary correspondent of Hardware and Metal, asking him to select some hardware advertisements, and send them to the office for review.

The reply came that Calgary hardware stores had all the business they could very well look after, and, with very few exceptions, they didn't consider it necessary to advertise. One ad. of the Comer Hardware was submitted, and it is here reproduced. It is evidently an advertisement prepared by the manufacturers, and it should help to create a demand for this specialty, in which the Comer Hardware Co. will naturally profit.



The Good and the Indifferent.

On the opposite page are two advertisements of the Day Hardware Co., one of which is good, and the other rather poor. The camping ad. is the good one. The cut is such as to attract attention, as is also the head-line. An improvement could have been made, however, by featuring at least two or three lines of camping goods and quoting prices on them.

In the advertisement announcing their new delivery service, this firm have not done so well. Instead of the long preamble about the increase of their business necessitating the change, they should have used a striking headline calling attention to the contents of the ad., such as :

"Use our New Delivery Service."

The copy might then have run on, something like this : "Our own wagon will deliver your orders in future. We have just made arrangements for this service and our customers will now be sure of securing their goods without any annoying delay. Tell us what you want, by phone or messenger, and we'll see that you get it promptly."

"Still in Line."

W. G. Humphrey's ad. is written in a somewhat defensive tone. One would be justified in inferring from this, that Mr. Humphrey had some notion of going out of business.

The Morrison-Thompson Hardware Co. have devoted a good-sized space to advertising a specialty for destroying insects, but to the average newspaper reader, scanning the columns for something of interest, it would appear as a soap advertisement. People whose property may have been suffering from the attack of bark lice and other vermin, would have had their attention directed to the ad. by some such head line as : "This Spray Will Destroy Insects." This might be followed by a brief review of the directions for preparing the spray and instructions as to how far a given quantity of the soap would go. There are numerous interesting points which might have been taken up in connection with this commodity and it would have been an advantage to give the public some idea of its cost.

Timely Screen Door Reduction.

The advertisement of Campbell & Ferguson is a straight appeal to bargain hunters It is timely, because this is a line which hardwaremen should clean out of stock just now, and also because flies are especially bad in the house, towards the end of the season, and the reduced price would tempt a good many people to buy. The ad. could have been made more effective if this point had been strongly brought out, and the public urged to take advantage of the excellent value, and shut out the flies during the time of the year when they are most annoying.

G. D. Wallace's ad. is a mere announcement such as has little effect. If the great catalogue houses confined the advertising efforts to such copy as "The John Smith Co., hardware, dry goods, groceries, etc.," they would have to give up all hope of future business expansion.

See That Ad. Readers are Posted.

Some dealers make the mistake of viewing their business incessantly from their own standpoint, instead of occasionally from that of the outside public. Consequently they take it for granted, at times, that some of the main facts of the business are as well known to the public as to themselves. The Law-

Camping Outfits

FOR YOUR VACATION



You will find everything that you require at our store. You can select a full equipment in cooking utensils, tent furnishings, ammunition, ropes axes, knives and everything to make your outing an enjoyable one.

The DAY HARDWARE CO.

REMEMBER we are still in line

To Supply your Hardware Needs.

Just give us a call.

We are in the same stand and ready to handle any business you may send our way.

W. G. HUMPHREY

Phone: Seymour 1732 — 7TH & GRANVILLE STREET, Near Drug Store.

Day Hardware Co.

Owing to the increase in our Hardware, Plumbing and Tinsmithing business we have been compelled, in order to give our customers prompt delivery, to put on our own delivery wagon.

Contractors and customers will now be able to secure their goods at once and thereby save vexatious delays.

NEW LINES in Hardware, Tinware and Stoves continually arriving

Our PLUMBING and TINSMITHING Department now complete

The DAY HARDWARE CO.

SUMMER SPRAY NICO-SOAP

Kills instantly, Green and Black Aphis, Thrip, aterpillars, Bark Lice and Scales.

Put up in 1lb. tins, all ready for use. No trouble to prepare.

Sold by

THE MORRISON-THOMPSON HARDWARE Co., Ltd.

Big Reduction in Screen Doors

We have a large stock of Screen Doors and for a

Few Days Only

Will sell any pattern at

15 per cent. Discount

for Cash.

Campbell & Ferguson Ltd.

YARDS. Melita, Elva, Waskada, Cameron

G. D. WALLACE

Dealer in

Shelf and Heavy Hardware

Paints Oils
Glass Graniteware
Stoves Ranges
Household Furniture

Heating and Plumbing contracts given special attention.

G. D. WALLACE

The Allen Clean Water Bath

(PORTABLE)

BEST because its simple, easy, convenient.

BEST because you bathe with water, not in water, not dirty or contaminated by previous contact with the body.

BEST because ten minutes does it all, one gallon does it all, and one operation does it all.

BEST because your bath is moveable; can be carried from place to place, at home or travelling. Total weight, 4¼ pounds.

BEST because first cost is whole cost and is so low you can't miss it.

ON EXHIBITION NEXT WEEK AT

Lawrence Hardware Co. Ltd.

We are convinced you buy your Hardware at

J. D. McBRIDE'S

If for no other reason, Because We Carry The

STOCK

Our Lines are becoming more up-to-date every date and we take the greatest care in selecting in order to meet your immediate wants and guarantee satisfaction.

Bring Us Your Next Order

J. D. McBride

Wholesale Hardware Retail

BUILDERS' HARDWARE

Is what we wish to call your attention to, our line is complete throughout.

We have just opened up a line of **Locks** direct from New York. These Locks are in dull brass finish of the latest design.

Hinges, Window Catches, Casement Adjusters, and all fittings to match.

Come in; we will be pleased to show them to you.

Paine & McMillan

The Hardware Specialists

First St. and Lonsdale Ave., North Vancouver

HOTEL ENAMELWARE

HAVE JUST RECEIVED A SMALL SHIPMENT OF HOTEL ENAMELWARE ESPECIALLY ADAPTED FOR USE IN HOTELS, RESTAURANTS AND CAMPS. WE GUARANTEE THEM TO LAST TWICE AS LONG AS ORDINARY ENAMEL WARE.

A CALL IS SOLICITED

Prince Rupert Hardware & Supply Company, Ltd.

THIRD AVENUE — PHONE 130

Our line of

Harvest Tools



are made to give satisfaction, not merely to sell, and they satisfy so completely that one tool sells another

OUR STOCK IS COMPLETE at present

14-in. tine	4-prong fork	$1.00
16-in. "	4-prong "	1.25
14-in. "	3-prong "	75c

We aim to sell the BEST tools possible and to have the quality in them to "make good."

West & Creighton

"Home of Reliable Hardware" Ferintosh, Alberta

Shovels, Spades, Rakes, Hoes

Garden Hose and Pumps

SPRAY PUMPS FOR TREES, SHRUBS, AND HENHOUSES

WATER GLASS. PAINTS and OILS.

THE PENTICTON HARDWARE CO.

reace Hardware Co.'s ad. is an example of this. In speaking of the Allen Clean Water Bath, they advance several reasons for its being the best, but the reasons are all vague and indefinite to the people who do not know just what kind of contrivance this clean water bath is. It is evidently something out of the ordinary, and the ad. should give a lucid description of it, besides presenting a cut which would bring it more vividly before the reader's mind. Furthermore, the price should be quoted, which would serve to further interest every reader of the ad.

The Prince Rupert Hardware and Supply Co. have scarcely made as much of their guarantee as they should have done. This is an important point in the merchandising of any article and it should always be given special prominence.

Poor Proof-Reading.

Every hardwareman should look over the proof of his advertisement and o.k. it before it goes into the paper. This would prevent the occurrences of errors like "every date," noticed in J. D. McBride's ad. The copy, instead of inviting patronage, simply appears to tell customers why they have already given their patronage.

The main fact in Pain & McMillan's ad. is that they have just received a new shipment of specially fine builders' hardware. This should, therefore, be given greater prominence. It would have made a good subject for the headline or opening sentence.

Two Essential Features Present.

West & Creighton's ad. has two of the essential features of good copy—prices and cuts. A good seasonable article has been selected as the subject, and sufficient information given about the line carried, to enforce the idea of quality. The prices quoted cover the standard sizes, in which farmers would be most interested. This ad. is designed to pull business among the farm trade.

The Penticton Hardware Co.'s ad. is another of that rapidly disappearing type of announcements mentioned above. It looks too much as if the ad. were inserted out of friendship for the editor, rather than in the expectation of securing any business as a result. Let us repeat what has often been stated in these columns, that, as advertising is simply printed salesmanship, and is necessarily handicapped as compared with personal salesmanship. For that reason advertising that is infinitely weaker than any talk that a salesman would put up, stands little chance of actually making business.

It's Knowledge That Sells the Stove

By Victor Lauriston.

"A Woman Will Spend at Least Ten Minutes Discussing the Vaunted Merits and Possible Defects of a Thirty-five Cent Porcelain Dish. How Much More Time, Then, Will She Not Spend Upon a Stove or Range, the Price of Which Will, at a Modest Estimate, Be as Many Dollars?"

I'M willing to bet three cents' worth of dried apples right here and now that the line of stoves and ranges you handle is the best on the market—the very best.

Why? Well, because you're not in business for your health, or for a week's vacation, but to do business right along—and you can't do business right along, day in and day out, year in and year out, and handle an article that you don't honestly believe is the best.

But it takes more than the goodness of a stove or range to sell that stove or range. There must be push and energy and vim behind the selling—yes, and more than that and most of all, there must be thorough knowledge.

Women are the stove buyers. The stove—or range—is the kitchen sun around which a big share of woman's work revolves. But did you ever have a woman come into your store, point to a stove, ask "How much is that?" and slamming down the spondulix, say "Send it up right away?"

You certainly never saw anything like that occur; or, if you did, you probably rushed to the telephone and called up the asylum to secure a description of the missing patient.

No,—a woman will spend at least ten minutes discussing the vaunted merits and possible defects of a thirty-five cent porcelain dish. How much more time, then, will she not spend upon a stove or range the price of which will, at a modest estimate, be as many dollars?

Is she looking for a coal heater—or a steel range—or a gas range—or even an ordinary box stove? Whatever she wants, she doesn't throw her arms around the first article you offer and cry out, "This is the very thing for me." She means to see everything in your store, and very likely everything in the stores of half a dozen competitors, and if you don't have stoves at your fingers' ends—or if some one of the other chaps doesn't—she'll purchase only when she reaches the bottom of the ladder, and then only as the result of sheer exhaustion.

Nor will mere talking induce her to purchase. You may bombard her all day, but—well, a stove is something she buys, not for a day, but for a good many years, and she won't buy this one unless she is thoroughly satisfied.

The department store man meets the difficulty by selling cheap—at a low price, I mean. There's a distinction between "low priced" and cheap. With low-priced goods, the price has no fixed relation to the value. But to be cheap, a stove must have high values in proportion to the price. And you, who handle a good article, can't sell cheap unless you file your profit down to such a razor edge that it's indistinguishable from actual loss.

Hence, if you're selling good stoves, it's up to you to be a salesman. And salesmanship is knowledge transmuted by energy into word and action.

Do you know everything there is to know about the heaters and ranges you handle? For instance, can you explain the proper regulation of the damper? Do you know where the little slide opens to clean out the soot? Are you posted on the baking powers of that oven? Are you dead sure concerning the shutting off and turning on of heat for the reservoir? Can you explain wherein lies the economy of fuel consumption? Can you talk intelligently upon the ratio of fuel consumed to heat produced? Can you tell a good wearing stove from one that will not last? Or do you just guess at all these things and a host of others, or try to side step them by saying: "Really, it's the best stove upon the market. I'm sure it will give you thorough satisfaction."

For it isn't enough for you to tell the buyer that the stove is the best, or that it will satisfy her. You must show her how it is the best—must convince her that it will satisfy.

Maybe she is now buying her second or third stove. She has some fault to find with the stove she had before this one—there's always been a defect in the flue, or the oven cooked one side of the pie and not the other. Possibly it was not the make of stove you handle—probably it was not. Probably she comes to you because she thinks yours is a better stove. If you can listen sympathetically to her complaint, intelligently size up the defect, and carefully point out how to handle your stove so that the complaint will not recur—don't you think your stove has then a double chance of making good with her?

Practical Ideas for Increasing Fall Trade

Lines Which Hardwaremen Should Concentrate Upon at This Season—Methods Adopted by Progressive Dealers to Stimulate Trade in Builders' Hardware, Roofing, Wire Fencing, Paints, Belting, Electric Fixtures, Wallpaper and Other Lines.

ASK a hardwareman what lines are likely to come to the front during the fall season, and he will almost certainly reply that the fall is an "off season," and that business will be rather of a promiscuous nature. This is true to a certain extent. The fall is undoubtedly "between seasons." The demand for purely summer lines has fallen off and, as the necessity for winter goods has not yet been felt, there is but little trade in that direction.

There are, however, a large number of lines which are active at this time of year and on which, in consequence, the hardwareman should concentrate his efforts. First and foremost, the fall is the stove season. During the months of September, October and November, more stoves are sold probably than during the rest of the year. It is, therefore, a prime essential that close attention be paid to the stove trade.

But stoves are, after all, but one department of the hardware store. The dealer must see to it that trade keeps moving in other lines as well. If he sits down and studies out the situation he will find that there are many avenues opening up at the present time for successful merchandising. The fall is "moving time." People are moving into new homes built during the year, and others are taking up the houses thus vacated. This means an active demand for household utensils, kitchen supplies, wallpaper, paints, etc. Buildings are being completed and there is a steady call for all varieties of builders' hardware. The lure of the woods is felt by the ardent sportsman everywhere, and there is, in consequence, a heavy demand for guns, ammunition and hunting supplies.

These are but a few of the directions in which trade opens up when the fall season arrives. The fall fairs present a splendid opportunity for the aggressive dealer. He finds in the fair his chance of meeting all his customers, from city and country alike, at the same time and in the same place. Not only does the fair exhibit bring good results, but the dealer can get about among the people and make friends, and incidentally, customers. Much good "prospecting" can be done around fair time, and no dealer can afford to let this splendid opportunity slip.

BUILDERS' HARDWARE.

The fall is the busiest season for the sale of builders' hardware. With the building operations of the year reaching the finishing stages, there is a heavy demand for lock sets, handles, window ropes and the many other articles which are required in completing the equipment of a new house. A heavy demand is being felt now, and the dealer who strikes out along aggressive lines at this juncture will capture a large share of the trade.

The Bond Hardware Co., Guelph, reference to whom will be found in another part, handle the builders' hardware trade in an original and progressive way. At the present time they are showing a window display of hardware, which has attracted much favorable attention. An assortment of the best lines is shown, arranged in a striking way. The Bond Co. are following up this display by advertising in the local papers. Under a caption, in heavy type, which reads, "If you are building, what about your fine hardware?" The ad. reads:

> "We show the best assortment of locks, knobs, etc., in the city. See our window display. . . . If you buy good hardware, you have no regrets to express afterward. . . . We give special attention to our building hardware and guarantee the quality."

The result of the prompt campaign started by this firm has been seen in the large trade already done.

Splendid returns follow the carrying out of a canvassing campaign. In no department is there a better opportunity for "outside salesmanship" than in builders' hardware at this season. Since locating in Fort William, Ont., some few years ago, W. G. Colville has followed out this plan and has found that it brings returns. His son, G. R. Colville, looks after the outside work entirely. He makes it his business to find out what building is going on in the city. As soon as a new structure is started, he finds out the names of the owner and the contractor, and makes it a point to see both. Sales of tar paper, roofing and builders' hardware are closed in a great many cases and a good volume of business is secured in this way.

Outside salesmanship pays in the case of builders' hardware more, perhaps, than in other lines. In the first place, it is not a difficult matter to find out the people who require material. In the second place, it enables the dealer to pave the way for business in other lines.

It always pays to keep in touch with the contractors and builders, even if no attempt is made to actually canvass them for business. It will be found particularly valuable at this time.

WIRE FENCING.

Although the bulk of the business in wire fencing is done in the spring, there is always a brisk demand during the fall months. With his crops in and harvesting over, the farmer has an opportunity to turn his attention to fencing, and, if the fall weather proves at all favorable, a great deal of it is always done. It will pay the hardware dealer then, to endeavor now to get his country customers interested in the subject and to show the stock he is carrying.

A western Ontario dealer informed the writer recently that he always found business in wire fencing during the fall well worth going after. Some three years ago, he discovered that considerable work was being done around his section, but not a great deal of the trade was coming his way. Strange to say, his competitors were not selling any either. Yet it was only too apparent that a great deal of wire fencing was being used throughout that section. He accordingly undertook to investigate and found that the farmers had formed a club and had been buying the wire in carload lots.

Rather than let the trade get away from him in this way, the dealer decided to start into the wire fencing business in real earnest. He got up a list of likely prospects, including the names of several hundred of the best known agriculturists in that district, and had the manufacturers mail them printed matter. By arrangement with the manufacturers, he had his name and his terms indicated on the matter. As he was counting on the sale of a large quantity, he made the terms in accordance. He did not have long to wait for the results to show themselves. Many farmers called in to the store and asked for wire fencing of the kind advertised; quite

a number being men who had never dealt there before. In short, his sales doubled that fall and the connection thus built up has been steadily maintained ever since.

One of the best methods of creating a demand at the present time is to talk wire fencing to all customers from the rural sections who call at the store. A word in commendation of the particular line of fencing carried will go a long way toward earning an order. Advertising would also help considerably at the present time.

LEATHER BELTING.

Although a great part of the leather belting trade centres in the factories, it should not be forgotten that the farm trade is also well worth catering to. Machines are being introduced more and more into the equipment of the modern farm, and there is, in consequence, a regular demand for belting of all sizes.

A firm which handles a large stock of belting is that of John Bishop & Son, Brantford, Ont. They have handled leather belting for years and have worked up a good connection, the bulk of their trade being with farmers. Bishop & Son believe in pushing leather belting at this season of the year. A window display, made up almost entirely of belting and articles used in the same connection, eloquently attests this fact. On entering the store it is seen that they have given the stock a prominent place in the store, the object being to stimulate interest among country customers.

As the fall is always a busy time in the industrial world, the hardwareman who handles belting should not neglect to call upon the manufacturers, or the heads of departments in local factories. If the dealer works his ground with any degree of persistency and dexterity, he will ultimately succeed in wresting trade from the travelers who call upon the manufacturers direct. The home dealer has an advantage over the outsider insomuch as he is always on the ground.

PAINT DEPARTMENT.

Reference to the best methods of handling the paint department in the fall will be found elsewhere. Suffice it to say that the paint fall campaign should be given particular attention, and should be energetically prosecuted. It is gratifying to note that already dealers in all parts of the country are starting to push the sale of paints, as evidenced by the unusual number of paint windows. There has been a marked improvement in the methods of retailing paint of late years and it is quite apparent that the coming fall months will see a better campaign in this department than ever before.

BOY SCOUT SUPPLIES.

How many hardware dealers handle boy scout supplies?

The number is small; very small considering the oportunity that there is for profitable business in this line. There are many articles carried by the boy scouts, which are hardware in the strictest sense of the word. The stave, the axe and the billy can are articles which one would naturally expect to find in the hardware store and nowhere else.

A number of dealers have taken up scout supplies during the past year, and have found them a profitable line. "One great advantage I have found," stated one man, "is that it brings the boys in close touch with my store. Now, the trade of the boy fraternity is not to be despised. Boys are continually needing knives, baseball bats, rulers or some such article and, as a result of the connection we have built up with the boy scouts, we get more trade than ever in such lines."

The fall will see an active resumption of scouting work. The boys will be back from their vacations, and the "patrols" will start recruiting again. This means that there will be a heavy demand for supplies, and the present would be a splendid time for the dealer to put in his initial stock.

The handling of boy scout supplies can be greatly facilitated by window displays. A camp scene can be devised without a great deal of difficulty—a small tent being the main essential.

One hardwareman secured the trade of practically all the boy scouts in his district by making an offer of a scout book with every purchase of scouting supplies made at his store.

WALL PAPER.

More hardwaremen are now selling wall paper than ever before. In this department, the fall is a very busy season. There are new homes to be papered, and old ones to be redecorated for the incoming fall tenants. As a result, the call for wall paper is heavy, and the hardwareman who handles this line should take steps without delay to be in readiness for the trade.

One of the first steps would naturally be the arrangement of a wall paper window, accompanying this with a forcible advertising campaign. It is highly necessary that the public should be kept posted on the fact that wall paper is to be obtained at the hardware store. This can best be done through the medium of the newspapers.

One progressive Ontario firm put in wall paper for the first time a year ago. Realizing that it would be necessary to advise the public of the fact in as conspicious a manner as possible, the proprietor arranged a big wall paper opening. Two days were set aside for this purpose, and the event was advertised for a week ahead of time. Believing that it would pay him to do things up right, the dealer took quarter page space in his local papers, and changed his reading matter every day during the week that the ads. ran. Quite an assortment of illustrations were used, so that the advertisements created a lot of interest.

The first day of the opening saw a large number in attendance, the number



Display of electric fixtures shown by energetic firm.

being increased the second day. Quite a large amount was sold. But that was not the chief point gained. The fact had been indelibly impressed on the public mind that wall paper was carried at this store, and the foundation for future trade had been laid.

In connection with the sale of wall paper, a good stroke of business can be done by selling paperhangers' tools. Recently the Russill Hardware Co., Toronto, devoted a window display entirely to supplies of this nature—step-ladders, brushes, pails, rules, etc. They sold a large supply, not only to men engaged in that trade, but to householders who needed certain of the articles. There is always more or less demand for goods of this description in the fall.

The handling of wall paper has one great advantage which many hardwaremen have overlooked. As wall paper shopping is done very largely by women, the presence of a department brings women into the store, and paves the way for sales in the many other departments, which appeal to the fair sex.

READY ROOFING.

Conditions in the fall are particularly good for the sale of ready roofing. The demand for roofing has grown wonderfully of late years, and there is now every evidence that this will continue. To the hardware dealer, roofing presents an unusually good opportunity at this juncture. It "fits in" naturally with his builders' hardware and paint campaign. It is a particularly profitable line, if he conducts it as an adjunct to his tinsmithing department.

Many dealers have adopted the policy of putting the roofing on for customers as well as selling it. The work can be done in the tinning department, and it thus serves to keep that branch of the business busy. The hardwareman who has found his tinning business hard to keep up, will discover that the roofing trade proves a valuable aid in maintaining a steady degree of activity.

Last fall a western Ontario hardwareman decided to take up roofing and slating. He at once started out after the "big business" and within a few weeks of the inauguration of the department a number of large contracts had been secured. From that time on to the present the business has grown, and a large staff of men are now engaged on roofing work only. They have done practically all the larger contracts in the city, and are now in a fair way to "corner" the trade.

ELECTRIC FIXTURES.

It is becoming more and more apparent that the hardware store is one of the best mediums for the sale of electric light fixtures. Dealers who formerly "fought shy" of this line, have within the past year awakened to the fact that there is a splendid opportunity for trade, and have gone into the fixture business with highly satisfactory results.

The trade handles dry cells, electrical toasters and sad irons now as staple hardware lines. Dealers find that these goods "take" from the very start. They practically make their own market, and sales soon follow their installation. Why should it not be the same in regard to electric fixtures?

"But," some men demur, "to make a success of fixtures, it is necessary to have an expert man on your staff to attend to installations."

Not necessarily. Many dealers sell fixtures without looking after the work of installing them, and do a satisfactory amount of business. It is better, of course, if enough business can be secured to warrant the carrying of an electrician on the staff. The facts go to prove that it will pay any dealer who has a reasonably good field to cover to "take a chance" by hiring a good electrical man. One case may be cited as proof of this assertion.

About a year ago, Geo. E. B. Grinyer, stove dealer and plumber of Guelph, Ont., decided to take up electrical fixtures, and in order to do so with greater facility he took in an expert electrician as a partner. Their success was instantaneous, and to-day they carry a stock which surpasses that seen in many of the largest electrical stores. They employ seven electricians and have a connection which is truly wonderful, considering the length of time that they have been in business.

The accompanying illustration shows one of the showrooms used by this firm for the display of their electrical fixtures, and gives some idea of the splenid variety carried.

The fall is an unusually good season for the sale of fixtures, and would, therefore, be the "psychological moment" for dealers to start in this line. The large number of new houses built this year will mean a heavy demand for fixtures.

Why not secure a share of this trade?

How to Plan a Resultful Stove Display

Privacy in Stove Department Helps to Sell—Elevated Stove Departments Are Popular—Displaying at Fall Fairs.

STOVE selling is one of the most important things in the hardware store. It requires more ability on the part of the salesman to sell a stove, than almost any other article in the store. Not every clerk is qualified to close stove deals, and it is generally a distinct mark of the proprietor's approbation, when one is promoted to the plane of a stove salesman.

As it requires special selling ability to dispose of so high priced and important an article as a range or heater, so it is also advisable and almost essential, that other conditions should be different in the stove department from what they are in other parts of the store. The buyer's mental state must be considered, and, if possible, conditions should be arranged as to favorably influence that mental state, and facilitate the reaching of a decision.

Stove Department Should be Separate.

Successful stove dealers, for these reasons, always try to so arrange their stove display that it shall be separate from the main part of the store, and as private as possible.

One dealer who has his stoves displayed next door to his hardware department, with an archway connecting the two stores, told Hardware and Metal that he found this plan a most satisfactory one.

"The negotiations leading up to a stove sale are often of a very private nature, and are always more or less intricate. Certainly, they are not such as should be overheard by customers who drop in to buy a package of carpet tacks."

"This condition is what I had in view when I decided to put my stoves in the adjoining store. There, we are entirely separated from the chance customer and the junior clerks, and, away from these disconcerting influences, we can more easily bring our prospects down to business. They can take in the different features of the ranges more quickly and completely, and, in nine cases out of ten, close the deal in half the time that it would take to sell them on the main floor.

Stoves on Elevated Platform.

One of the newest ideas in stove display, is to lay out the stove department

on an elevated platform, in a quiet part of the store.

J. R. Hambly is the latest dealer to carry out this idea, having arranged his stoves on a platform elevated two feet above the main floor, and situated at the back of the store. The scheme has the double advantage of giving privacy in making the sale, and unusual prominence to the display. A number of stoves arranged on a platform at the back of the store, and elevated two feet, cannot fail to attract the attention of every customer who enters the store.

Mr. Hambly has been particular in providing light for this department. A large skylight diffuses an even supply of light over the whole department by day, while, at night, Tungsten lamps give an added brilliance to the display.

Montreal Stove Dealer's Display.

On this page we reproduce a stove display made by M. Robert & Cie., on Mount Royal Ave., Montreal. Mr. Robert has been in business only one year, and he started with a stock of thirty stoves. He now carries regularly sixty or seventy stoves, and has a wide variety of lines. The illustration shows how Mr. Robert has utilized the space at his disposal, to lay out this extensive display.

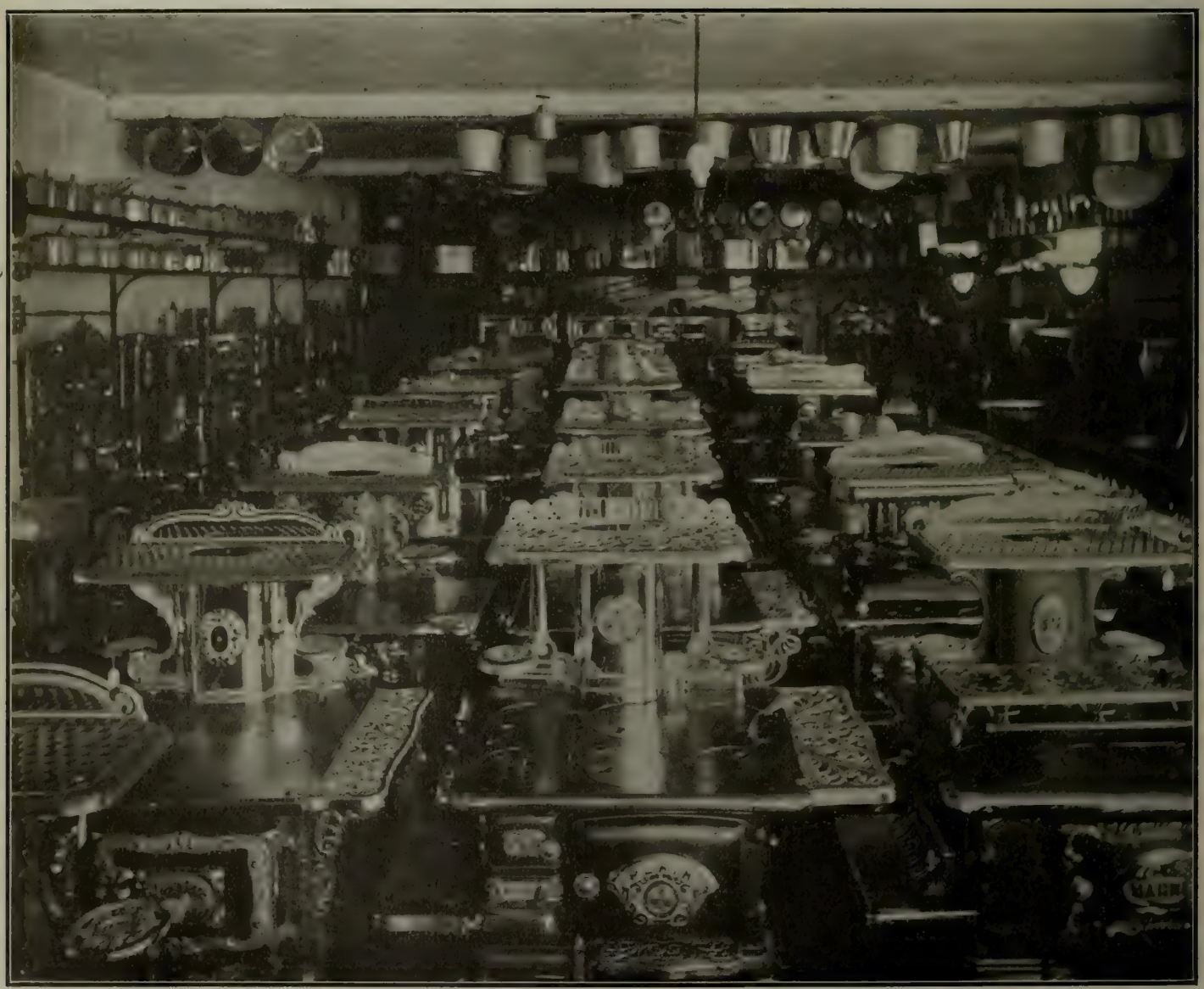
Showing at the Fall Fairs.

The idea of displaying stoves at their local fall fair, has been successfully carried out in many centres. Even at some of the larger fairs, city stove dealers have found it profitable to take booths for the display of the line they handle.

London Stove Dealers Use the Exhibition.

With the double aim, of enabling people to see what they want and of making them want what they see, stove sellers of London are now planning the exhibits which thew will install at the Western Fair. This exhibition, to be held this year, as others, during the second week in September, is expected to start the demand for ranges, and for the various lines of heating stoves. Throughout the summer the call has been largely for gas stoves. Now thoughts are reverting to the range—the housekeeper's constant companion. A visit to the A. Westman Hardware Company shows this to be so, for there the large second story of the establishment is being cleared to make room for the stoves now ordered.

"The Fair is our great sale time," said Mr. Westman, discussing the methods used to market stoves. "Before it comes, many of the country people, and the city people, too, decide that they want a range. Some come to the Fair with the fixed purpose of examining the stoves and selecting one which will suit them. Others, when they see the ranges determine that they would be wise to purchase a new one, to take the place of the old friend which has stood by them for years. We actually sell a large number of stoves at the Fair, and many more as a direct result to people who come down to the store afterwards. We always have a large exhibit in the



Stove Display in a Montreal Store.

Manufacturers' building. We find it pays."

Exhibit Must Be Well Arranged.

The effectiveness of an exhibit, depends. in no small degree, upon the way in which it is arranged. This the Westman Company has recognized, and so their floor space in the Manufacturers' building is used to display the ranges, large and small, the gas stoves, the heating stoves, and the new kitchen heater. All are important, yet more important than all, at this season of the year is the range.

But there are ranges and ranges, even when only one make is handled. The majority of people, according to Mr. Westman, want a good stove. They do not care so much for a few dollars on the cost. What they want is a good stove. "I remember," said Mr. Westman, "a salesman for another factory once said to me: 'There is only one thing wrong with that particular stove you are selling.'

" 'What's that?' I asked. 'A man ought to know the weaknesses as well as the strong points of the stove he is handling.'

" 'Well, replied the salesman for the other factory. 'It's too good for the Canadian people.'

Canadians Want the Best.

"That," said Mr. Westman, "isn't so. Our experience has shown us that there is nothing too good for the Canadian people. They want the best, the majority of them."

But at the Fair, and in the show room, other things have to be remembered than the quality of the stove. There is the especial need of the purchaser. Some want only a small range. These go to the retired people, not to the newly-weds. "I never sell a small stove to a couple just starting housekeeping if I can help it," remarked Mr. Westman, with a smile. "If they want a sixteen-inch oven now they will want a twenty-inch oven long before the stove is worn out or they are not the best citizens."

Then a purchaser may pass by one range, which the salesman knows to be splendid, and regard with great favor another, of practically the same class. Mrs. Jones has one just like that. The purchaser knows it has been a good range. Mrs. Jones has said she has never had any trouble with the drafts.

Many a stove is sold that way. There is no salesman like the wagging tongue of a satisfied user.

Different Lines for Different Localities.

The effect of communities upon the demand for stoves has been shown in another peculiar way about London, Mr. Westman states. "Stoves with reservoirs are the thing here," he remarked. "In Toronto it is the square stove with the water front. I remember some little time ago getting in a number of square ranges. I thought when so many, of them were sold every year in Toronto there would be a demand for them here. But that turned out not to be the case. The women had not seen that stove in other kitchens. Anyway they had large kitchens and did not need such a compact range. They wanted the reservoirs, and the reservoirs they bought."

Hundreds come to the Western Fair with the special purpose of looking over the ranges. They intend to buy, the question is simply what stove. They will be influenced partially by the tasteful, kitchen-like display they see, and partially by what they have already seen in their neighbor's kitchens—for ranges sell ranges.

A Kitchen Heater.

But many besides the intending purchasers pass through the Manufacturers' building, and for the attention of these, the stove sellers bid. One of the things which Mr. Westman expects will arrest the attention of many this year is the kitchen heater, that little annex to a gas stove which enables the keeping of a kitchen warm; enables water to be kept hot in almost any quantity; and takes, withal, but little floor space.

This kitchen heater is to be conspicuous in the Westman exhibit. It is to be hitched up to gas stoves of various sizes. Those demonstrating are to show something of the purpose of the little "lean to," and it is believed many who have not known of this device will be glad to part with $10 to have one placed beside their gas range.

The stove business is a big thing in Western Ontario, and London is among the best centres. So good a market is it that within the past few months the Gurney Oxford Company has opened up fine show rooms and expect to get a good share of the business this fall.

But one problem has confronted some of those in this line. It is the weekly payment system. The difficulties arising from this, and the heavy demands for furnaces, led the Fleming and Houghtby Company to abandon stoves entirely. Situated as they were, many people who buy on the instalment plan wished to secure stoves from them. For the first few weeks, in the great majority of cases, the instalments came in regularly. Then the purchasers became careless. To get the money it was necessary to keep constantly after it. This, it was thought, would necessitate more attention than could be properly spared from the larger furnace business. So Fleming and Houghtby abandoned stoves entirely.

Other stove men say the weekly payment problem has not been a problem to them at all. They have not sold on that basis. Indeed, this appears to be one of those phases of business which is local in its scope. With one concern it has been a very real factor; with others but a few blocks away, not a factor at all.

SALE OF SOUVENIR GOODS.

St. John, N.B.—The sale of souvenir goods has been attracting the attention of local hardware merchants for some time past, and varying reports are made as to the success of this branch of the business this year. One dealer said this week that he had specialized in souvenir wares this year, and had displayed them in his windows quite prominently several times, because of the fact that the average tourist in St. John does not spend much time inspecting the stores, but should he see something in a window which attracts his fancy, he would go inside. Otherwise he will generally not trouble himself. This dealer said his sale of souvenir goods had been encouraging, but he did not think the trade had been so good as in other years.

Another dealer said that he looked more to the month of September or the latter part of August for the large sales of souvenirs and was preparing to cope with it at those times. Up to the present the run on souvenir goods had not been so good as in other years, for what reason he could not say, because the tourist traffic had been quite large. Many of the visitors, however, were stopping in the interior, camping or boarding in the country places, and when they were passing through on their return in a few weeks, he looked for an increase in his souvenir trade.

The fact that the strike in Great Brirain has tied up traffic on the ocean steamers is causing slight worry to some local hardware merchants, although in the majority of cases they do not fear the outcome, as they are of the opinion that the troubles will have been settled before any serious complications have arisen as regards their fall importation of goods from England, and other countries of Europe. However, should the strike be prolonged there is a possibility that some of the merchants would be short on some lines.

The Stanley Mills Co., Hamilton, are showing a window display this week made up entirely of articles selling for 9 cents. It includes a great variety of household goods, paints, etc. A great deal of business has been done in these lines as a result.

Short Cut Course in Card Writing

LESSON II.

Instructions in Letter Formation and Shading—How to Hold the Brush in Order to Get Best Results—Gradual Development—Constant Practice Essential to Success—Watch the Arrow.

By J. C. Edwards. (Copyright Applied for).

The previous lesson (No. 1) dealt with "Single Brush Stroke Block Capitals." The capitals or upper cases, as printers know them, are used either as a whole word or line of words, or as the beginning of a word or series of words.

In show card writing the custom is to begin every line with a capital and in many cases every word. However, the privileges that a show card writer enjoys are greater than that of a printer, so long as he uses good judgment.

The capital letter is not as speedy a letter as the lower case or small letters, and is, therefore, used mainly for emphasizing or strengthening certain portions of the card, while the rest of the lettering may be done in either lower case or capitals and lower case.

One illustration on this page shows the proper position for holding the brush while lettering, another cut shows the mode of lining a card, and the inset in the upper left hand corner of the large plate shows the outfit necessary for the beginner, also another position of the brush while lettering.



Showing position of brush in hand while drawing straight lines.



Showing position of brush in hand while lettering.

Shading the Letter.

It will be noticed in the plate on the opposite page that each completed miniature letter has been shaded on the left side and bottom. This is the simplest form and quickest accomplished shade in general use in card writing. The main point to observe is that the shading on each letter is at the same angle. Say that the light falls on the letter at about 45 degrees it will cast a shadow about as shown in the accompanying card and plate. Shade with a mixture of zinc white and lampblack if a grey is desired. Do not get the shade too dark and always leave a narrow space between the shade and letter in relief shading. This shade is particularly advisable, as the wet shading ink is liable to cause the block letter to run and smear the lighter shade.

Spacing Rules.

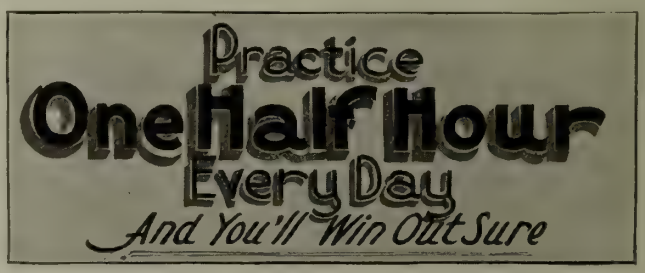
A great deal of practice is required to properly space a card, but if a person follows the simple rule that an even amount of space should be left around the lettering, there will be little or no trouble.

For instance, the space between the line and the letter "P" should be the same as that between the little "e" and the line in the word practice.

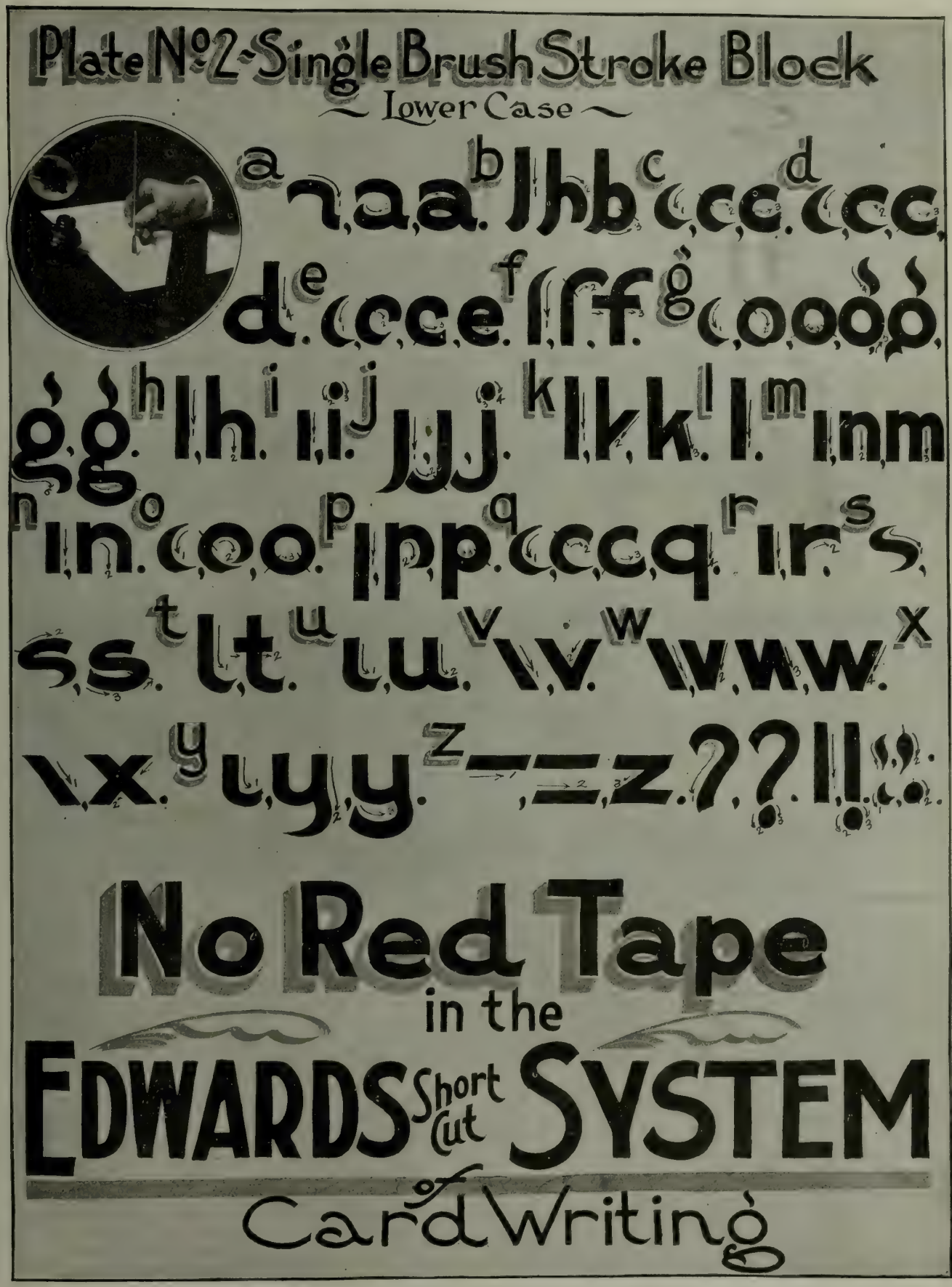
The same rule applies in the other lines and also at the top and bottom of the lettering. Of course, where a light shading on the letter is used, there need be little notice taken of the spacing of the shade, as the letter stands out prominently and the shade is merely a relief on the supposed shadow of the letter itself, as will be noticed in the various shaded words in this lesson.

No Stroke is Too Easy to Practise Often—Watch the Arrows.

The letter "a" consists of three strokes as indicated by the arrows and numbers in the plate. Turn the brush slightly in the hand in the first stroke at each curve; the other two strokes are



Card showing application of the single brush stroke block in bold face and condensed form.



Watch the arrows in these plates. They indicate the approved stroke for letter formation.

simply done with a single movement, being careful to over-lap them at the curve. The letter "b" shows the straight line ending with the curve at the bottom to the left and the reverse curve indicated by arrows 2 and 3.

"c" introduces another set of strokes which will appear in a great many of the letters in this and other alphabets and have already been shown in the capitals. "g" shows the "o" strokes with the segma—the figure at the top of the "g," which is an important one and should be practised much, as it appears often in many of the later lessons.

The straight lines come in the h, i, k, l, and many others in combination with the "o" or "c" formations and follow the various movements in the formation of each and every other letter. Note the arrows and the small marks indicating where curves are overlapped and you will soon learn the strokes accurately and with practice will be able to handle the brush with precision and speed.

Note.—Use a red sable flat brush in albata, about No. 6 to No. 8, a T square and a good lettering ink in black.

A stamped envelope to Hardware and Metal, or to the author of this course in care of the MacLean Publishing Co., Toronto, will bring any information desired.

A Hardware Family--7 Christie Brothers in Trade

Business at Owen Sound was Started Twenty-three Years Ago and Has Now Been Expanded—Two Other Stores are Maintained—All Members of Family are Finding Success in Hardware Trade.

NO family is better represented in the hardware trade than the Christie boys, who conduct stores at Owen Sound, Winnipeg and West Toronto, and are largely interested in the manufacture of stoves. All members of the family now living are actively engaged in the business and they are meeting with a splendid degree of success.

Owen Sound saw the commencement of the business. In February, 1888, J. H. Christie, who is the oldest of the family; W. J. Christie and A. Agar started a hardware store, with plumbing and heating departments. The stand at present occupied, on Poulett Street, was secured, and the business has never been moved during the twenty-three years that it has been in existence.

The three original members of the company carried on the business until



A Group of the Christie Boys. Reading From Left to Right, Those in the Picture are:—H. B., D. A., R. G., T. H. (deceased), A. D., W. J., Z. A., and J. H.

1895, when Mr. Agar retired. In April, 1902, the Christie Bros. Co. was formed, the two former partners taking into the firm D. A. Christie, T. H. Christie, Hugh B. Christie, R. G. Christie, Wilford Brown, A. Hair and A. Wilcox. Since that time the business has grown rapidly and is to-day one of the best known in the Canadian retail trade. The present officers are:

President—J. H. Christie.
Vice-president—W. J. Christie.
Secy.-Treas.—D. A. Christie.
Director—W. L. Brown.

Stove Factory Started.

In 1904 the Canadian Heating & Ventilating Co. was formed for the manufacture of stoves, ranges, furnaces and registers. The moving spirits in effecting the oganization were W. J. Christie, J. H. Christie, V. A. Harshaw, and a number of other Owen Sound men. Accordingly, W. J. Christie severed his connection with the hardware business to take over the management of the stove foundry, which position he has held ever since. D. A. Christie succeeded him as manager of the hardware department of the business at Owen Sound, J. H. Christie continuing in charge of the contracting, plumbing and heating departments.

Western Business Started.

Shortly after the inauguration of the Canadian Heating & Ventilating Co. Messrs. Jos. A. and A. D. Christie went to Winnipeg to handle the output of the factory for the western provinces. They formed the Christie Bros. Co., Ltd., Winnipeg, and established a very creditable store there. They have built up a splendid trade in the thriving western metropolis.

Two years ago a branch store was opened in West Toronto, with H. B. Christie and R. G. Christie in charge. A complete stock of hardware, paints and oils is carried. Hot air heating and tinsmithing is done, this part of the business being in charge of R. G. Christie, who, as well as J. H., is a practical tinsmith.

Progresisve Ideas.

All three stores are conducted on thoroughly progressive lines. Large stocks are carried and new goods are taken up. Window displays of a high order are arranged and considerable advertising is done. At the Owen Sound store trade is secured by canvassing prospective customers in the surrounding districts, a description of the system followed in this respect having recently been given.

Family Well Known.

As a result of their extensive connection in both the manufacturing and retail branches of the hardware business, the Christie family are known in all parts of the Dominion. They have a deserved reputation as energetic business men, and it is acknowledged that they know the hardware trade thoroughly in all its ramifications.

The group shown was taken a good many years ago. It includes all members of the family now living, and T. H. Christie, who was killed in 1904, while serving with the Owen Sound fire brigade.

The Business Situation in Western Canada

Despite Some Local Setbacks Crops Will be Largest on Record—Hardware Jobbers Expect Big Increase in Fall Business—Money Has Been Scarce, and There is Much Indebtedness to be Liquidated—Trouble Over Freight Claims

THE conditions which now prevail, and the general prospects for business in the three Western provinces could hardly be better. It is true that many parts of the country will not have a bumper crop. Too much rain in some districts, too little in others, will reduce the average, and there are still parts of the country which are not out of danger. There are localities where the crop will not be harvested before the 1st of September, and if a frost should come along in the next week or ten days it would do much damage. Also, in quite a number of places there have been a lot of destructive hailstorms which have caused very considerable loss. However, at the same time, these conditions only exist in particular neighborhoods. The country as a whole is certain to have the biggest crop in its history.

Two months ago a yield of over 200 million bushels of wheat was predicted. If July had had the normal amount of heat, together with the moisture which we did have, this estimate would have been exceeded. It looks now as if there would be from 175 to 190 million bushels, and when one considers that the biggest crop heretofore has been about 145 million bushels, and also that there is a very largely increased acreage in oats and flax, it can be seen that with the marketing of this year's crop a great deal more money will come into Western Canada than ever before. Moreover there are other material sources of prosperity. The railway building adds greatly to the money which flows in and brings in its train large business. Then there is immigration, especially the American farmer. He probably adds $1,000 to $1,500 per head to the wealth of the country.

Business conditions among the wholesalers are reflecting the optimism which is above indicated. Sales for 1911 are much larger to date than in 1910. The year, as a whole, is likely to show a big percentage of increase, because last fall sales fell off owing to the drought. Collections have been good during the spring and summer, and if the crop materializes there should be the greatest volume of business transacted in the history of the country. At the same time, with the new areas being developed, and business increasing tremendously, it will always be necessary for wholesalers to adapt themselves to meet their expanding trade. In a word, it would seem as if we were on the eve of an era of prosperity such as has hardly been dreamed of for Western Canada.

In reviewing the trade from last fall, it might be said that the country merchants had to carry on an extensive credit business, owing to the partial failure of the crop. Many retailers have had difficulty in keeping down accounts this year, and while very few hardware stores are being carried on extension, yet many general stores in which wholesale hardware firms are interested, are in this predicament. Failures have been rare, but a complaint from many points has been that very little actual money has been in circulation.

The general hardware lines have held fairly firm during the year and the demand has been increasing with the growth and development of the country. New towns are erected continuously, which means a larger demand for these lines.

Harvesting tools have perhaps shown the greatest increase in demand. The enormous increase in acreage sown to crop this year has necessitated almost double the shipments on these lines from this point. Fittings for traction en-

gines have also become a very important line with the trade. The use of the gasoline and steam tractor for plowing purposes, especially the former, is becoming more and more recognized in the West, and large numbers are being brought into the country. As with all engines, they are continually needing repair, and hardware houses have gone into this line.

Binder twine, which could be had in large quantities last fall, is this year an article of special value, and the local market is practically bare. Many houses stated that they could have disopsed of half as much again.

Western Stove Situation.

In the cooking styles ranges largely sold are of steel cabinet construction. The trade is commencing to call for a modern Eastern cast range, which has more general sale in the Eastern provinces than in the West. The prosperity of the Western provinces has created a heavy demand for high class cook stoves and ranges, very little now being heard of price. Quality and style is most important.

In the heating line there is quite a call for hard coal stoves or stoves which will burn both hard and soft coal, this condition being brought about by the strike in the Western soft coal mines. Wood stoves have almost disappeared in the retail store in portions of the Western provinces.

The retail dealer to-day finds his competition as before, namely, catalogue houses and steel range peddlers. It is generally conceded that there are less average priced stoves being imported than in the past. The reason for this is that Canadian factories are turning out a very fine article at a very reasonable price. Very few new models for fall trade are being shown this year, as the foundries have all been busy in turning out the general lines in sufficient quantities to meet the demand for the Western trade. In all probability there will be quite a shortage when the crops are assured and trade opened up strongly.

One of the most important questions to the retail hardware merchant who handles stoves is the question of supplying repairs. Nearly everyone puts off ordering until the last minute. Where stoves are represented by branch houses in Winnipeg, little trouble is experienced in obtaining repairs. Where the makers are not represented, customers are finding difficulty in obtaining the name and address of makers, and also having trouble in obtaining the repairs.

Many dealers have discontinued ordering foreign repairs unless a deposit is given by the party for whom the castings are ordered. The parties who do not safeguard themselves in this way frequently find themselves with expensive repairs in their hands and no purchaser, meaning loss all around.

Freight Claims.

No improvement whatever is noticed in the methods of obtaining freight claims. Whether from ignorance or not, the retail country merchant is always submitting claims to the wholesale houses themselves instead of obtaining the help of the station agent. Upon the receipt of a shipment the mistake is generally made of signing the bill of lading before examining the various bales and cases. An examination should be made of the cases, and if any appear to be damaged a statement should be put on the bill under the signature of the agent. Upon removal to the store the agent should be notified of the time for unpacking the damaged case, and an estimate of the damage arrived at. So much detail and correspondence is required before a claim is settled that the merchants endeavor to save the agent this trouble by notifying the shipping firm direct. This is useless, however, and as a result, many claims are lost by the retailer which could easily have been settled to his advantage if gone about the right way.

Paper Bag Cookery---Is It a Fad?

M. Soyer's Invention Has Gained Great Popularity in England—Now Being Introduced to Canadian Public—Wide Claims Made for New System—Will it Revolutionize Work in the Kitchen?

WHEN English newspapers first began to write about an invention of a French chef, whereby victuals of all kinds were being cooked in paper bags, their readers were inclined to regard the matter as a joke. But when public demonstrations of the new system proved that it was not only feasible, but possessed many advantages over the old order of things, the Englishman, who dearly loves a well cooked meal, began to take notice.

Paper bag cookery has been before the English public only a few months, but it is safe to say that it is now known in almost every county of the "tight little island." Its rapid growth in popularity has been largely due to the manner in which it was taken up by two or three large English newspapers, who opened special departments for the purpose of educating their readers in paper bag cookery. Bags were supplied free of charge, prominent chefs were engaged to give instructions for preparing various dishes, and a corps of demonstrators was sent around to different parts of London and the provinces to show any doubting Thomases that paper bags were a real success in cooking. What room was there to doubt the feasibility of the process when the demonstrators turned out such menus as this:

Boiled Turbot.
Broiled Steak.
Grilled Mushrooms.
Irish Stew.
Roast Duck with Apple Sauce.
Cheese Souffle.
Seed Cake.
Banana Pasties (sweet variety.)

It is not strange that the Irish stew created the greatest amount of interest, as many of the spectators were skeptical about the possibility of cooking water and all in a paper bag. However, it was successfully done and paper bag cookery gained additional laurels.

Cooks Almost Everything.

Paper bag cookery has so far passed the experimental stage that an almost unlimited range of food may now be prepared in this way, without the use of a single dish or saucepan. It is really amusing to read the columns of English newspapers, in which instructions are given for the preparation of various dishes. As an instance of what can be done, the following instructions for cooking steak will be interesting:

"To do a steak on the paper-bag system the steak must be trimmed of all fat, buttered, and then deposited in the bag. The oven must be 170 Fahr, and 18 to 20 minutes should be allowed for 2 lbs. of steak. The bag should be laid on the grid and as near the top of the oven as possible."

Another recipe, given in response to an inquiry from Scotland, was as follows:

"Soak the oatmeal in the ordinary way all night. Put the entire contents in a bag suited to the size required, seal up, and cook in a slow or moderate oven 35 to 40 minutes. The outcome will be a porridge without any pasty appearance."

What Are Its Advantages?

Admitting the feasibility of paper bag cookery, there may still be some who will regard it as a mere fad, or as not possessing any material advantages over the old system. Let us then consider some of the disadvantages of the ordinary methods of cooking.

Without any other aid a man could almost tell the time of day by his sense of smell. Passing through any residential district in the morning he would smell coffee, bacon and toast, and would surely know the first meal of the day was in course of preparation. At noon there would be borne to him the odor of a steak, boiled cabbage, a roast, and again he should not be mistaken, especially if his appetite had a keen edge just about that time. Likewise the evening meal has its peculiar odors. This suggests that there has been a waste of the flavor of the food from the fact that the man on the street could smell it cooking. The housewife objects to the preparation of fish, pork and cabbage and similar foods because of the traces they leave in the form of odors that permeate the house.

Conserving the Flavor and Juices.

The paper bag system has for its purpose the retention of all the natural flavors and essences of any particular food. It has long been felt that under the old system of cooking there was always a big waste through the process of cooking. Just, for example, consider a four-pound roast of beef. Cooked by the ordinary method there is a shrinkage or loss of weight amounting to 25 per cent., and it is the contention of those who have used the bags that the adoption of the modernized cooking system simplifies matters considerably. The loss of one pound in four while cooking is appreciable If the meat cost twenty cents a pound there was a loss of twenty cents. Most of it could possibly be traced to the air in the kitchen and the surrounding rooms.

A Reasonable Method.

The claims in behalf of paper bag cookery appear reasonable and the results that have been obtained amply bear out all that has been said of this new idea. It seems evident that in the ordinary method of cooking food much of the nourishment is lost in the water in which the articles are boiled, or in the process of frying or roasting. We have been told time and again that such is the case, and any simple method by which this loss can be overcome should be welcomed. The crux of the system, if, in its simplicity, such a term may be applied, is the retention of natural flavor, juices, etc. The bags are waterproof and do not leak, but they are only used in ovens.

A bag with its contents must be placed on a griddle in an oven in order that hot air may circulate freely around it. The heat in the bag is kept at a constant degree, and it is claimed that nothing can burn or singe. That leading restaurants are using the paper bag and find it highly satisfactory is in itself a compliment to the system, but the mere fact that it meets with the approval of English cooks is something of a guarantee of its value as an aid in the preparation of food.

Will Pots and Pans be Displaced?

The hardwareman will be interested in the possible future of paper bag cookery. If it should be universally adopted it would practically mean the extinction of the present large business he does in dishes and saucepans of tin and graniteware, although, as a compensation, he would be able to handle the special bags required for this system of cooking.

The idea is still so new that it is difficult to predict its future with any degree of certainty. However, from what we can learn, it would appear that the success of paper bag cookery depends largely upon having the oven under almost absolute control. It must be heated to full capacity for a certain time previous to inserting the articles to be cooked. It must then be changed to a lower temperature, and maintained at that temperature until the process is completed.

If this be true, it would appear that there is no immediate prospect of paper bag cookery gaining any considerable hold outside the cities and places where gas for cooking purposes is cheap.

Paper bag cookery is now being taken up by a Montreal daily in much the same way as it was popularized by some of the big London papers. We may expect to hear a great deal about the system in Canada during the next few months.

PROFITABLE TO VISIT FALL FAIRS

It is the early bird that catches the worm. Also it is the wide-awake hardware man who gets the new and valuable agencies. The advantage to the bird may be a disadvantage to the worm, but not so in the second respect. It is an advantage to the hardware man to get one more good agency, and an undoubted advantage to the manufacturer to have his goods handled by some hustling retailer.

One of the great questions with the merchant is how to secure new agencies. And the answer, as given by a hardware man in one of Western Ontario's medium sized towns, is to attend the annual exhibitions.

"I think," said this man, "that many in the business make a mistake by not going to these Fairs oftener. I make it a point to attend every other year at least. I see what is new. Every man who has anything worth showing is going to show it at the Fairs. I can look the product over. I can consider if it would be likely to appeal to the people who deal with me, or if it would be likely to draw new trade. Then, if I determine in the affirmative, I can arrange to take the agency.

"Going to the Fairs, I find, often gives me a little bit of a start over my contemporaries. Moreover, it gives me new ideas regarding the handling of the more staple lines."

GOOD FALL TRADE EXPECTED IN WIRE FENCING.

In two periods of the year practically all the wire fencing is sold, spring and fall. Spring is usually much the busier time, but the trade during the breaking up months of this year proved disappointing in Huron County at least. As a result the hardware men have more wire on hand than they usually do in August, but they believe the fall sales will greatly reduce the stock.

"I got in a car load of wire this spring," said Mr. G. Schmidt, of Wingham, who has recently taken over the establishment of J. G. Stewart, "and I have quite a bit of that left yet. The other merchants, I believe, are in somewhat the same position, whereas in the past further orders have been necessary to meet the demand.

"The trouble has been with the roads. This spring they were in bad shape. The farmers could hardly get to town. When they did come they used light carriages in which they could not well take back wire. When the roads finally rounded into shape the land was fit to work and the farmers hurried onto it, anxious to get in their seed.

"The harvest once over the farmers will likely have time to fix up their fences, so we expect a good fall sale. But if we have to keep some of the fencing over it will not mean a great loss. I know I bought at a considerably lower figure than I could now. If prices do not drop before next spring the difference in the buying price will just about compensate us for carrying over the stock."

Our Page for Hardware Clerks

Awards Announced in Latest Clerks' Contest

Stove Sale Contest Elicited a Large Number of Well Considered Replies—Details of Stove Window Dressing Contest Will be Given Out in an Early Number.

First Prize.—Fred Twilley, Durban, Man.
Second Prize.—R. H. Walters, Toronto.

THE replies received in the clerks' contest, which closed on August 22, demonstrate conclusively that the hardware clerk has gained a thorough insight into the strategies of store salesmanship, as well as a good knowledge of the technical phases of the question. Many of the replies received were of the highest order, evidencing much thought and careful preparation as well as practical experience.

Before announcing the awards, it will be necessary to recapitulate the terms of the contest and explain something something about the contest itself. A young couple enter the store of John Blank and after making a few purchases of a minor nature, drift toward the stove department. The clerk shows them the "Cook-rite" range and expatiates on its merits, without kindling any particular degree of interest or enthusiasm on the part of the young couple. Finally, the man says: "O, we are just looking around! We did not intend to buy to-day, but thought we would just look over your ranges."

What would you do and say in a case of this kind?

Contestants were allowed to outline what course they would pursue, in meeting this situation, in essays not to exceed four hundred words. The basis of judging was fixed as follows: First, by the manner in which the situation is sized up—which we may call "sales strategy;" second, by the arguments advanced for buying a "Cook-rite" range without delay—which we will call Selling Argument; and finally by the language used. Forty per cent. was allowed for sales strategy, 40 per cent. for selling argument and 20 per cent for language.

First Prize Winner.

As stated before, the standard of the replies submitted was very high and the work of judging became no mean task as a result. After mature consideration, it was decided that first prize had been earned by Fred. Twilley, clerk with S. Harvey, Durban, Man. Mr. Twilley showed that he had grasped the possibilities of the situation fully and had studied the probable reasons for the customers' remark before deciding on his own course. He sized up the situation, in fact, with a rare degree of perception and showed sales strategy of the highest order in leading his customers up to the buying point. The judges felt justified in awarding him a marking of 38 under this head.

In regard to the question of arguments for the "Cook-rite" range, he outlined the salient points, indicating the line that he would adopt. It would have been better had he enlarged on his arguments under this head, instead of merely indicating them and the judges, as a result, did not feel justified in marking him higher than 28. It must be stated, however, that he had picked out all the strong talking points and, had he stated them in detail, would have made out a most conclusive case.

In point of language, he ranked high, was given 15 out of the 20 allowed. This made his total 81—a very creditable showing indeed.

Mr. Twilley's answer was as follows:

Durban, Manitoba, August 11, 1911.

Remark:—"O, we are just looking around! we did not intend to buy today, but thought we would just look over your ranges."

This is a very common remark, with which a salesman in time becomes accustomed, though in nine cases out of ten the customer is far more interested in the matter than he would have the salesman believe. The statement is made to "hold the salesman back" and he must give the impression that he understands it in that way. At the same time the customer has given an intimation of his desire to see the goods and hear what is said regarding them.

If I were the salesman in this case, I would not show too keen a desire at the outset. It is a mistake to be over zealous at first. When once a buyer says "not to-day," he does not like to change his intention. The object then is to create a desire for the article.

This being a range, the lady will be most directly interested. With a good make of stove and a thorough knowledge of its advantages, a convincing line of talk can be put up. I would dwell on the scientific build of the range first, accounting for the economy of fuel. Next the many conveniences, of its various devices, such as warming closet, etc., leaving the appearance of the range to speak for itself as with that they are well acquainted.

I would also bear in mind that this was their first stove purchase, presuming them to be newly married. In view of this I would point out the longevity of the range they fancied, the easy manner in which they could procure repairs at any time, these two things being most important.

I have found it very helpful to have handy, either in the oven or warming closet, a list of satisfied purchasers of the range in question together with the date of purchase. By practice I am able to say how many have been sold, how long Mrs. So-and-So has had hers, what she said about it the last time she was in town and all the rest of it.

I would also give the price at the very commencement. Let your customer understand what is asked for the stove and trouble will be saved.

I should now become aggressive and talk as if there was nothing else to do but ring the cash register, as giving the customer time to waver at this stage is fatal.

Second Prize Winner.

Second prize was awarded to R. H. Walters, with the Vokes Hardware Co., Toronto. Mr. Walters showed that he was well versed in the "wiles and strategies of commercialism." His handling of the situation was both forceful and timely and, the methods he outlined, if carried out to the letter, would doubtless serve to close the deal in a majority of cases. He dealt with the reasons for ordering at once particularly well and the judges awarded him a standing of 32 under the heading of sales strategy.

In regard to his arguments in favor of the "Cook-rite" range, the judges deemed that he had undoubtedly made the range show to good advantage and awarded him 30 points on that score. For language and diction, he was marked at 12, making his total 74—also a first class showing.

Mr. Walters' essay read as follows :

First of all, I would see that my stoves were free from any goods which did not belong to that department and that they were also kept clean and attractive, in readiness to show prospective purchasers. When a person desires to see them I would go about it as if I meant to make a sale, by not being afraid to soil my hand. I would remove all covers and sections in order to show all the particular points of merit and would draw their attention to the improved grates and iron linings of the Cook-rite range instead of the usual linings found in other makes. Also I would attract notice to the spacious oven, the bottom of which is lined with asbestos for the purpose of retaining the heat in the oven.

As a fuel saver the "Cook-rite," I would point out, has no equal. After a careful demonstration at the time it might appear to have been in vain to receive the reply. "O, we are just looking around !" Then I would say, "You no doubt will be requiring a stove soon." And in all probability the answer would be in the affirmative.

Then I would impress on them that this is the stove that would meet their demands.

"As the weather is mild yet," I would continue, "so many defer buying their stoves until the first cold snap, when there is a general rush and they all want them at once. If you purchase the range now, we can spare you more time in delivering it carefully and setting it up properly. Our man will also start the first fire and give you any points with regard to operating the range which you do not understand."

Then they seem to hesitate and, while they are waiting, I hand them a catalogue and price list, also my name. When they are about to leave I notice that the couple are looking at the "Cash Motto." Then I think perhaps, they have not brought sufficient money to pay for the range, although they are impressed with it.

As they are leaving I cautiously suggest that if they would like that particular range, for a small cash deposit, I would hold the same until such time as they were ready to have it delivered. I see a beam of joy in the lady's countenance and the range is sold.

Other Worthy Contestants.

Third choice was the answer submitted by A. J. McRae, with Cochrane Hardware, Ltd., at Sault Ste. Marie. Mr. McRae covered all the technical talking points of his range to perfection but, unfortunately, he confined himself very largely to that phase of the question and did not deal to any extent with the problem of sales strategy.

Other contestants who deserve honorable mention are A. W. Peck, of the Poulter Hardware Co., Windsor, Ont., Ollie A. Nichol, of the St. Mary's Hardware, Ltd., St. Mary's, Ont., and L. D. Cherry, with W. J. Bell, Beeton, Ont.

The Prizes Awarded.

The prizes given to the successful contestants were :

First prize.—A copy of "Window Dressing Manual." Price $3.50.

Second prize.—A copy of "Hardware Window Dressing." Price $2.50.

Much Good Done.

A great deal of good has been done by the contests for clerks, which have been conducted in Hardware and Metal during the past year. Light has been thrown on practical methods of making sales in many lines and valuable information has been disseminated thereby on salesmanship topics.

One of the contestants in the present contest writes :

"Enclosed please find my essay for the stove contest and thank you for giving this opportunity. I have derived great benefit from this contest already and expect to be well repaid before the winter is over."

The writer of this note has found the real value which attaches to contests of this nature. In securing the needed information to enter and in preparing his reply, he has improved his knowledge of stove salesmanship and feels, therefore, that he has been amply repaid.

Stove Window Contest.

In an early issue, Hardware and Metal will announce the details of a stove window dressing contest to be conducted during the coming fall stove season. Watch for particulars.

TO MAKE FURNACES.

A number of changes are being made in the plant of the Bowes, Jamieson Co., stove manufacturers, Hamilton. It is intended to reduce the number of styles of stoves now put on the market and to take up instead the manufacture of furnaces. This will necessitate alterations in the plant, and it is intended to go ahead with the work at an early date.

CHAMPION BASEBALL TEAM.

The Winnipeg Mercantile League Cup, presented by Tees & Persse, has again been won by the basebal team representing the Wood, Vallance hardware house. This team won every game in the series during the summer with the exception of one, which is looked upon in Winnipeg sporting circles as a remarkable record. It will be remembered that the Wood, Vallance hockey team won the championship last winter. Those comprising the team and executive were:

H. L. Lloyd, catcher; I. B. Manson, pitcher; D F. O'Connell, 1. field; J. C. Campbell, utility; W. Wilson, c. field; A. W. Cook, s.s.; A. E. Irvin, 1st base; S. P. Hoskins, president; J. H. Cairns, sec.-treas.; H. S. Prowse, manager; C. W. Wilson, 3rd base; C. H. Fairman, 2nd base; J. D. Armstrong, r. field



Wood, Vallance Baseball Team, Champions Winnipeg Mercantile League.

Paint Sales Increased by Adequate Display

Progressive Methods Adopted by Mills Hardware Co. in Handling Paint Stock—Window Displays Proved Very Valuable—Brantford Firm Send Out Literature—How List Was Compiled.

WHERE adequate methods of display are adopted in the paint department, splendid results inevitably follow. It is only where the stock is kept in the background and no effort is made to display it or to even call attention to it, that the sales dwindle down below the point where profits are obtained. Dealers who have made a success of their paint departments will tell you that the business in that line needs more boosting than in any other, that it requires close attention and skillful salesmanship, even during the seasons when the demand is at its best.

One of the most essential points is the matter of a suitable section of the store for display of the paint stock. Some dealers provide separate departments, with special entrances. Others obtain equally satisfactory results by placing their goods in a conspicuous part of the store and keeping the stock well sorted up and attractively arranged. One of the best displays seen this year, along this line, is that of the Mills Hardware Co., Barton Street, Hamilton, Ont. Practically the whole of one side of the store has been devoted to the paint stock. Starting almost at the front of the store, one sees a long succession of shelves piled high with paint cans, continuing right to the rear. The first impressions gained on entering the store is that the paint department is conducted on an unusually extensive and progressive scale. It is quite evident, therefore, that no customer can enter without seeing the stock and gaining the same impression.

Exclusive Window Displays.

Another adjunct to the successful paint campaign of the firm has been the series of window displays, arranged by A. R. Burrows, who has charge of that department. Starting early in spring and continuing until the present time, Mr. Burrows has given regular space in the store windows to the paint stock. The store windows being of unusual size, each one is divided into half, thus giving space for four displays at once. Mr. Burrows has changed the windows once a week regularly, and one display each week has been given over to paints.

"We have been running exclusive displays," he stated. "That is, we make up a window exclusively of a certain kind of paint one week. Next time, we have a display of varnish, the following week of brushes and so on. This idea works out well. I believe that an exclusive display has greater sales force than one showing any number of lines. It impresses the one line most forcibly and, as we change our displays frequently, it is possible to give each line its turn."

Mr. Burrows believes that window displays of paint bring direct results. Sales in the particular line of goods shown in the window have been found to grow very materially as long as that display is left in the window, dropping off somewhat as soon as the display is withdrawn but, generally, continuing above the normal for some time after.

Sending Out Literature.

Selling paint is largely an educative measure. People require to be informed in the matter of the benefits derived from the use of paint—benefits from the standpoint of health and property preservation as well as from that of appearance. A timely advertisement or a pointed talk will often open their eyes to facts of which they had been ignorant.

On that account good results are obtained by the distribution of literature supplied by the manufacturer. A firm which resorted to this method of publicity this year was that of Turnbull & Cutcliffe, Brantford, and the result was an exceptionally good year's business in paint. Mr. Turnbull himself looked after the preparation of the list and, by giving a great deal of careful consideration to the matter, he was able to get a list of names made up of good prospects only. The one objection to the distribution of circular matter is that, frequently, a large proportion of the names included are absolutely of no use to the dealer. To eliminate all padding, Mr. Turnbull secured a copy of the voters' lists for the city and county and went through it, selecting the names of reputable property owners. When completed, the list was made up of some four hundred names, each one being a more or less good prospect. The results were seen in a largely increased paint patronage, the past season having been one of the best in the experience of the firm.

Push Trade Now.

The spring and fall are essentially the paint seasons.

The fall presents a particularly good opportunity for the exploiting of the paint stock insomuch as it is an "off season." The demand for the goods required during the summer has then become practically nominal and the trade in winter lines has not begun. The dealer, therefore, has ample time to prepare a good selling campaign in his paint lines and to see that it is carried into execution; more time, in fact, than he can afford to put to that line in the spring.

The fall campaign should be directed largely to attract the owners of the buildings which have been constructed during the year. There is a great deal of painting to be done on new structures in the fall of the year and the progressive dealer can make sure of securing a good share of this, if he takes steps to get it. A direct appeal in the newspapers is one of the surest ways of reaching the ear of the public, particularly those who are in the market for paint. Follow this up by keeping paint in the forefront in the store, by window displays, perhaps even by a personal appeal to all owners of new property, and the sales resulting will make an exceptionally good record for the season.

Push for Sales in Brushes

Fall Housecleaning Trade Important—Arrange Displays and Use Suggestive Show Cards—Devote Attention to Brushes in Newspaper Advertising—Some Hints for Boosting Trade.

We have had more than the usual supply of warm weather this summer, and everybody's windows were almost continuously open. The careful housewife who had made up her mind to keep down most of her windows during the daytime to exclude the dust and soot, opening them perhaps at night when the air is cleaner, was forced to abandon her intention, and the result is that so much dust has entered the house as to make a thorough fall house-

cleaning absolutely imperative. In fact, the efforts along this line are likely to surpass even those of the early springtime.

Now, housecleaning inevitably suggests brushes, and not only the lowly scrub brush, but almost every member of the species is called into requisition.

Paint Brushes Will be Needed.

Of course, every housecleaning campaign of any pretensions must include a certain amount of painting and varnishing. The woodwork in the house has got so dirty during the summer that the only way to brighten it up is by the use of paint. Especially is this the case with window and door casings and sash. This work cannot be satisfactorily done with the ordinary household paint brush for general daubing. Unless the amateur painter buys a brush of smaller dimensions and better quality than the one he is accustomed to use in painting the back fence, he is likely to get as much paint on the walls and window glass as on the woodwork.

In houses where steam or hot water heating is used, the radiators will likely require to be freshened up before the furnace is lighted. Whether the owner decorates them with aluminum paint, flat oil paint or any of the other specialties which may be used for this work, it's a safe bet that he will not make much headway if he uses the wide, flat brush that did such yeoman service on the front porch floor. There are little bits of surface on those radiators which are hard to get at, and yet if they are not covered as carefully as the outside surfaces, the job will be spoiled. A special oval brush should be used for this work.

Then there are the stovepipes. Of course, they look rusty, and it would never do to let them stay that way all winter. So, despite the knowledge that stove pipe enamel will create anything but a pleasing odor for the first few days that the fire is on, it is determined to get at the stovepipes, too. And it would be a shame to spoil a nice paint brush to plaster enamel on a rusty old stove pipe. So a special brush, though a cheap one, must be purchased for this job.

Scrub Brushes and Brooms.

Few people are as careful as they might be of their scrub brushes. They are thrown around any old place, and soon outlive their usefulness. The approaching fall housecleaning will likely find a good many scrub brushes out of commission, and the dealer should see to it that the advantages of a nice new brush to start the work should be fully impressed. The same may be said of brooms, which too often receive little or no selling assistance from the dealer. They are sold simply when they are asked for.

Encourage Brush Sales.

It is timely, right now, to adopt active measures for encouraging the brush business. They should be brought to the front and given every possible chance. They should be advertised in the newspapers. By using a few cuts of the principal lines carried and quoting prices on the various sizes, your customers will be led to realize that buying a brush is not a very serious proposition, and that it is far less expensive to buy a new brush than to waste time and temper in trying to use a worn-out one.

Window displays of brushes should pull business, especially if price cards are used. And, if anyone should doubt the display possibilities of brushes, let it be stated that some very attractive windows filled exclusively with brushes were shown by the trade last spring, and several of them were illustrated in Hardware and Metal. This article is intended to apply more to paint brushes, but a fine window could be prepared to include samples of all the brushes carried in stock.

Interior displays should also be made, or, at any rate, the brushes should be placed where even casual buyers could look them over. In this connection, tastily lettered show cards could be used with good effect.

Every hardware salesman knows that, so far as paint brushes are concerned, the ideas of the average man as to the use of each different shape and size are very vague. Consequently, it would save the salesman's time and also suggest additional purchases to the customer if the brush display contained cards with such words as these: "Just the Thing for Enameling the Stovepipe. Price —c;" "Use This Brush to Paint Your Radiators, —c;" "Specially Made for Particular Painting —c."

These are just a few practical suggestions for bettering business in brushes. Further ideas will occur to the dealer who gives the subject some thought. The main thing is to stir things up a little in the brush department, and see if the results are not surprising.

STEEL ORDERS RATHER UNSETTLED.

Cleveland, Ohio, Aug. 24.—The Iron Trade Review to-day says:

The market on finished steel products has been spotty during the past week, steel mills finding the mails fairly good one day and bad the next. The total volume of business booked has hardly been up to the average July, but on account of the heavy bookings late in July, the mills have been able to maintain the heavier pace of production already inaugurated. Production this week is at practically the same gait as last week. The relatively light bookings do not cause any uneasiness to the mills, because it is recognized that this is the height of vacation season, and a resumption of buying on a more liberal scale is confidently expected for next month. A more serious feature of the situation is the fact that the heavier operation of the steel mills has not produced any firming up in prices, and steel mills appear to be just as ready to shade prices now as they were two or three weeks ago. There has been very little shading of prices on plain shapes, but there is no question that many contracts for fabricated material have been taken in the past few weeks at prices which would net a loss to the fabricator, if based upon the full mill price for the material.

STARTING A WESTERN TRIP.

J. A. Hossack, Canadian Sales Manager of the Lufkin Rule Co., is planning to leave Toronto on September 4th, on a Western trip. He intends calling on all the hardware jobbing trade right through to the coast, and is looking for big business.

HAVE ENLARGED PLANT.

The plant of the Moffat Stove Co., at Weston, Ont., has been enlarged during the present year to one-third of its total capacity. The work of extension was started last fall, being completed at an early date this year. The output of the plant has been largely increased as a result of the extension.

ESTABLISHING TORONTO BRANCH

Chas. B. Waldon, of Winnipeg, is in Toronto this week, making arrangements to establish a branch in Toronto, to handle his heating specialties.

Mr. Waldon's main lines are the Spencer magazine boiler and Storm King furnace, for which he has held the western Canadian agency, with headquarters at Winnipeg. He has now secured the agency for the Dominion, and the new Toronto branch will look after the eastern territory.

It is expected that arrangements will soon be made to manufacture the Spencer boiler in Canada, and the intention is to establish a plant at as early a date as possible.

News and Methods of Canadian Hardwaremen

Hardwaremen Sell Sweater Coats—Fine Window Display of Art Brass Goods—Renting Gas Ranges — Buyer Gauged His Sales Corretly.

COAT SWEATERS IN SPORTING GOODS DEPARTMENT.

Montreal, Aug. 24.—In connection with the fall trade some hardware men are making a success of their sales of coat sweaters, a line that is closely allied with guns and ammunition, and which is a certain necessity if one department is given over to sporting goods. Quite a number of Montreal retail hardware stores carry these lines of woollen goods and at the present time R. & W. Kerr, St. Catherine St., to mention one house, have an attractive display of sweaters and coat sweaters.

To the hunter who is going to be out in the cool mornings and evenings of the fall a sweater has a particular appeal and in fact it claims the attention of every healthy man from the first of September until the flowers bloom again. It is not necessary to mention the fact that those who skate and ski, play rugby, snowshoe and follow the other outdoor sports have to have something in the form of a coat sweater. It meets the favor of the everyday office man, being a protection against the cold. There is no doubt about the wide field of demand for this article, but in many centres hardware men have overlooked their opportunity in handling it and the men's furnishing houses have been receiving the most of the trade.

One local house has found the sweater an easy article to sell. Young men wanting sporting goods do not fail to notice the display of sweaters. Most of the younger men do not content themselves with one or two of these articles and there is always the possibility of selling another. If it were not for the success of others in handling this line it would be scarcely worth mentioning, but it has been profitable to many and for that reason it should appeal to others who are looking for new openings.

RENTING GAS RANGES.

Rosthern, Sask.—Henry Boettger has devised a new way of getting results in his stove department. This summer he has been renting gas ranges, and, it is understood, has put out quite a few for the summer months.

He is now advertising: "Anyone wishing to rent a gas range for the summer months should see me at once. The rental for gas ranges and meters is only 50 cents a month. Gas ranges also for sale."

EXHIBIT AT FAIR.

Shoal Lake, Man.—Eakins & Griffin, hardware merchants, had an interesting and unique exhibit at the Shoal Lake Fair. They had erected a large tent outside the exhibition hall and showed a number of specialties there. Among the lines exhibited were a washing machine, a cream separator, and a churn, all being connected with a gasoline engine. They were operated at the same time and thus attracted considerable attention. In commenting on the exhibit, the local paper says: "This is indeed enterprise, and while it serves as a profitable advertisement for the merchant, it also adds greatly to the attractiveness of a fair. Next year it is hoped there will be many tents on the grounds."

Mr. Griffin writes that "we found this an excellent ad."

FEATURING ART BRASS GOODS.

Sudbury, Ont.—Robert Horne is taking advantage of the near approach of the September weddings to feature a line of art brass goods and other specialties suitable for gifts. As an incentive to buy, he has arranged a most attractive window display of these goods, as illustrated in the accompanying cut.

The window contained flower vases, trays, tea kettles, cuspidors, bird cages and other brass goods, together with a nice line of casseroles for oven cooking.

Several catchy show cards were used in connection with the display. Among the mottoes were: "We don't put all the nice things in the window," "If it's new, it's here; if it's here, it's new," "We make money, not by buying close, but by selling close."

R. W. Sinclair is Mr. Horne's window dresser, and he shows considerable talent for the work. The store, which is a new one, is 120x25 feet, and was described in Hardware and Metal early in the year.

THIS WAS GOOD BUYING.

Reading in Hardware and Metal the article urging the advisability of merchants conducting late summer sales with the purpose of getting rid of their summer goods, Mr. G. Schmidt, of Wingham, determined to look over his stock to see if he might not well hold such a sale.

This is about what he found. Screen windows on hand, three. Screen doors, four. Coal oil stoves, three. Lawn mowers, not one. Ice cream freezers, not one. Hammocks, not one.

"I bought carefully," Mr. Schmidt remarked, "so the end of the season finds me with little unseasonable stock on hand. I ordered my lawn mowers early, and then, when I found they would all go, I ordered some more. That second order was delayed in shipment a few days and I lost two or three sales. But I consider it was better to do that than to have secured so many mowers at the first that I would have to carry some over until next season. I sold my last mower about a fortnight ago, and since then have not had a single request for a machine."



A Window Display of Art Brass Goods in Robt. Horne's Fine Store at Sudbury, Ont.

HARDWARE TRADE GOSSIP

Ontario.

Richard Blain has been nominated by the Conservatives of Peel.

The baseball team of the Bond Hardware Co. defeated the druggists of Guelph by 16 to 6.

John Ross, of Hickson, has taken a position with Shearing & Flander, Tillsonburg.

Porcupine is being rapidly rebuilt again. Bell and Rochester have started up again in temporary quarters.

Application has been made at Osgoode Hall for the winding up of the affairs of the E. R. Burns Saw Co.

Ed. Hansman, of the Geo. Taylor Hardware Co., has returned from his holidays.

The Hahn Brass Co., New Hamburg, was the first firm to use hydro-electric power in that place. They have installed a 50 horse-power electric motor.

Mayor W. G. Weichel, of Waterloo, has finally decided to accept the Conservative Nomination in North Waterloo.

J. H. Vrooman and T. E. Jackson, hardware dealers, at Sunderland, have dissolved partnership by mutual consent.

Kenneth Nesbitt, who has been employed as a tinsmith with C. H. Nesbitt, Avonmore, has gone for a trip through the western provinces.

John Davis, of the Cochrane Hardware Co., North Bay, was taking down some bar iron when a large piece of metal fell on his foot, breaking several small bones. He was removed to the hospital.

A man passing the warehouse of Wilkinson & Kompass, Hamilton, one night recently, saw smoke coming out of the cellar windows. The firemen were summoned and soon had the incipient blaze under control.

Quebec.

H. A. Matley, of the Jas. Robertson Co., Ltd., is in Toronto on business.

John Irwin, of Brandram-Henderson, Ltd., is in Toronto on a business trip this week.

Frank I. Clark, representing the Iver Johnson Arms & Cycle Co., of Fitchburg, Mass., called on the wholesale trade this week.

Alf. Blakburn, of the H. & D. Folsom Arms Co., New York, paid a business trip to the local trade during the past week.

H. O. Sykes, of Horbury, Eng., showing football, cricket and other sporting lines, called on the local trade this week on his return from a trip through Canada.

A small blaze broke out on Monday in the roof of the varnish factory of the Holland Varnish Company, Ltd., Montreal. The firemen succeeded in confining the fire to the roof. Electric wires are believed to have been responsible.

Western Provinces.

A hardware stock at Irricana is being offered for sale.

E. H. Ritz, hardware dealer, of Lockwood, Sask., has sold out.

W. H. Weir & Co. have opened a hardware business at Minitonas, Man.

The Miller-Smellie Hardware Co., Shoal Lake, Man., are advertising refrigerators at a good-sized reduction.

Stewart & Miller have purchased the hardware business of Herbert Parker, McAuley, Sask.

T. H. Percival, sheet metal worker, has moved into larger premises at Kitsilano, B.C.

Collins & Macmillan, Perdue, Sask., have commenced operations on the erection of a new store. It will be 20 by 60 feet and two storeys in height.

W. K. C. Manly and F. J. Miller, hardware dealers, both of Grand Forks, B.C., suffered losses in the recent fire there.

Mr. Paul S. Cote, of Moncton, N.B., and who has been with Sumner Co., hardware, four years, was recently elected first vice-president of the International Retail Clerks' Protective Association in that city.

F. T. Salsbury, who recently resigned the managership of the Bank of B.N.A. at North Vancouver, to engage in the hardware business, had occupied that position for 16 years. In partnership with Mr. Johnston, he is opening a large new store shortly.

The hardware store of Lambert & Earle, Elkhorn, Man., was broken into and considerable stock stolen, including a revolver and ammunition, braces, bits and other tools. The safe had not been touched, but an unsuccessful attempt had been made to open the cash register.

HARRY NEWMAN JOINS CANADIAN FAIRBANKS CO.

Harry Newman, son of the late T. H. Newman, has severed his connection with Caverhill, Learmont & Company, Montreal, to accept a position with Canadian Fairbanks Co., Ltd. With the former company he spent the last six years receiving a thorough grounding in the hardware business. During two of those years he was a city salesman and in this capacity made many friends among the retail trade. Latterly he has been in charge of the purchasing end of the business. The late T. H. Newman was a member of Caverhill, Learmont & Co., and his interests in the company were maintained until last May, by his sons Frank and Harry.

GETS NEW IDEAS IN CITIES

Belleville, Ont., Aug. 24.—"Every fall," remarked a retail dealer to your correspondent, "I combine business with pleasure in attending the annual exhibitions in the nearby cities. While my primary object may be to see the exhibits, I do not fail to otherwise turn my trip into a profitable expenditure. I make it a point to visit the various wholesale houses in each of these cities, where I am often able to make a little money. The retail stores receive a good deal of my attention, and I am able to get many ideas that can be made of use in conducting my business. I jot down plans of good window displays which I see, and these I use in my own store. I find out new fixtures and methods of display which may help me in increasing my sales. Altogether, from the information and ideas I receive, I consider the money which I spend a good investment."

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

WIRE GOODS.

The Wire Goods Company of Canada, McGill Street, Montreal, have issued a new catalogue, showing a complete line of wire goods. Wire toasters, broilers, coat hangers, letter and waste paper baskets, potato mashers, egg beaters, in fact, everything in wire goods. They will gladly send a copy on request. This firm claims to be the only one in Canada with so complete a line of wire goods.

SOUVENIR FURNACES.

The Hamilton Stove and Heater Co., Hamilton, have issued a handsome catalogue, No. 68, illustrating their souvenir furnace and register. The furnace is described thoroughly, each section and part being explained and illustrated. Particular stress is laid on the quality of the material used. Terms are concisely stated. The catalogue is creditably printed on coated paper, several colors being used in the press work.

With this catalogue has been sent out a booklet on the New Idea Furnace. Great care has again been taken to thoroughly illustrate and explain all points and an ingenious idea of inserting complimentary references from the users of New Idea furnaces has been carried out.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 118.

MARKETS IN BRIEF.

Toronto.

Lead—Advanced 10 cents.
Spelter—An advance recorded.
Wood Screws—Discount reduction 15 per cent.
Turpentine— Increase of 2 cents.

MONTREAL.

Montreal, Aug. 25.—The various metal markets are the subjects of satisfactory reports, a condition that must be pleasing to the trade. The iron industry is resting on a good basis just now, in keeping with the state of affairs that have been noted during the past summer. The demand for this and other metals is healthy and promises to continue thus during the fall. Supplies are, generally speaking, light, with the result that there is a firmness practically all along the line. Business has come through the summer with colors flying, and now enters the autumn season with bright prospects.

Pig Iron—The conditions in this market are still unchanged. Present reports intimate a more optimistic feeling in the United States, but there is but little actual change as yet. In the Old Country market conditions are about identical with those existing for some time. In Canada, reports from foundries show that there is a good deal of business under way. Some of those concerns manufacturing extremely heavy goods, such as farm implements, etc., may not be as busy as they might be, but even with those business is said to be improving. The smaller concerns are in good condition. Quotations are: On dock, Montreal: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $15.50 to $17.

Copper—The local market is steady and shows no change. There is a good demand, but no feature. It is pointed out that the consumption of copper is not far behind production, a fact that tends to lend some strength.

Tin—There continues a good demand for tin, and shipping difficulties resulting from the recent strike are having some effect in certain quarters. The market hovers around figures that have held for some time.

Lead—The lead market is decidedly firm, with the price a little higher this week. Light supplies seem to be general, and with a steady demand the strength of the market is readily understood. One price quoted is from $3.85 to $4, the latter price being for smaller quantities.

Spelter—Spelter is up in price, its present firmness having followed upon the combined demand that various activities have been making. Galvanized sheets and pipes, brass goods, and others in which spelter is used, have been exceedingly active. Galvanizing houses and similar concerns requiring spelter have been busy and the metal itself has soared in price. The local price is from $6.75 to $7 per 100 lbs.

Scrap Material—There is a fair business passing in scrap material. The following are prices quoted: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Aug. 25.—The metal situation locally is good, generally speaking. The effects of the strike in England are still felt to some extent, particularly in tin, but in this country trade is going along steadily with prices firm.

Metals are quite active at the present time. Of course, heavy buying is not expected in August. The factories are hampered by the absence of employees on holidays and this, combined with the heat, conduces to delay in ordering and purchases of metal are made almost entirely on the hand to mouth plan. Still, for the time of year, business is now quite satisfactory.

There is no disguising the fact that trade on the other side of the line is bad. American industries are in far from a healthy condition and this has to a certain degree retarded progress here. The effect on the Canadian markets is smaller than might have been anticipated but it has been felt nevertheless. The state of the American markets is the only dark spot on the horizon at present.

Tin.—The situation locally presents no new features. The price stands at 46 cents and there is an active demand. There have been developments on the New York market, the price sagging there rather markedly but the trade here has not responded to any degree.

Antimony.—The market is best described as "lifeless." Buyers are showing practically no interest and but small stocks are changing hands.

Plates and Sheets.—The market is showing a gradual betterment. A satisfactory feature is the fact that conditions are also improving in the United States. Good-sized factory orders are coming in and tinplate mills all over are reported to be running full blast.

Copper.—Business is good, both on this side of the line and in the United States. Prices remain unchanged and there is nothing to indicate that this state of affairs will not continue. The predicted advances in copper seem just as far off as ever. It is impossible to give a forecast of the future of copper with any degree of certainty but present indications do not seem to point to higher prices.

Pig Iron.—The improvement in pig iron continues marked and it is stated that Middleboro is very firm. There has been a generally healthy tone to the market this year and statistics show that a record tonnage has been taken out in the North of England and South of Scotland. Prices remain the same, as follows:—Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—The price continues to advance. A further increase of 10 cents was recorded this week so that $3.95 is now quoted. The situation continues critical. Local stocks are very light and, as the strikes continue to hamper production, there is not sufficient offering at present to meet the demand. While no definite predictions are being made, it is quite possible that lead will see still higher prices before the market rights itself.

Spelter.—The price is still soaring on the European markets and, although the American situation has not followed quite as fast, the effect is being felt all around. It is highly probable that the price in America will soon catch up with European conditions. The advance is due to the activity of the brass industries in Europe. The demand has been very heavy for a long time back and there does not seem to be sufficient supplies in sight to meet it.

Old Metals.—Conditions are brisker but prices remain on the same level. Prices rule as follows:—Heavy copper wire, 10½c to 11c; heavy yellow brass, 7¼ to 7½c; heavy red brass, 9¼c to 9½c; heavy lead, $2.90; light copper and bottoms, 9¼c to 9½c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1, wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $11.

HARDWARE MARKETS

MONTREAL.

Montreal, Aug. 25.—In the opinion of the trade business is good considering the conditions that now prevail. The elections have not had the effect that was expected of them. One illustration of this is obtained from the fact that buying has not been curtailed, although it was thought that this might be necessary. Newspaper reports indicate that the people are attending the various meetings in larger numbers than ever, but for some reason or other business is scarcely reflecting the political movement of the present. The hope that the fall trade is not to be interrupted to any great extent is general now, and it is likely that it will be fulfilled.

Sporting Goods—This is one of the busy departments just now. The Eastern Townships and the west are uniting in a heavy demand for guns, ammunition and kindred supplies. From present appearances the fall trade in sporting goods will be very satisfactory. Skates, hockey goods, and the usual winter lines are moving well, and supplies for the Rugby season are being shipped now.

Seasonable Lines—As before noted there has been quite a "fall opening" thus far. The demand for goods peculiar to this season has begun. Lanterns, burners, curry combs, and similar articles are included in orders, thus showing that the character of trade is beginning to get away from the summer idea. Goods required in the gathering of fruit are also asked for. Barreling hatchets, apple pliers, fruit and cider presses, etc., are all beginning to move and for a time there should be a fair trade in these goods.

Builders' Hardware—There is still a fair demand for builders' hardware, although it is apparently abating. It is expected that this trade will be maintained throughout the fall. There is a great deal of construction work under way. The demand for heavy goods for railroad construction is good. The following prices are quoted: Knobs, mineral, jet and porcelain, japanned trim, $1.13 doz.; mineral, jet and porcelain, H. P. trim, $2.25 doz. Locks, cheap rim knob, $1.20 doz. and up; cheap mar. knob, $1.52 doz. and up. Inside lock sets, steel trim, $3.95 doz. and up; wrought bronze trim, $10 doz. and up; cost bronze trim, $16.50 doz, and up. Front door sets, steel trim, $13.75 doz. and up; wrought bronze trim, $17.75 doz. and up; cast bronze trim, $24 doz. and up. Cylinder F. D. sets, wrought bronze trim, $5.50.

Household Goods—There is still quite a good demand in this department. The preserving season has meant a great deal to this business, and fruit jars, kettles and general lines of graniteware have been enquired for extensively. Meat choppers are receiving more attention, and with colder weather coming soon they should prove a popular line. The following quotations are offered: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1 qt., $1.50; 2 qt., $1.65; 3 qt., $2.05; 4 qt., $2.50; 6 qt., $3.15; 8 qt., $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz., Universal, $37.75 per doz., Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set, nickle-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

TORONTO.

Toronto, August 25.—The temporary falling-off in trade, noted last week, is less perceptible now. It seems that already a tendency toward improvement has set in. Certainly there is a very good volume of business being done, considering the season of the year and the local jobbing houses, with their staffs reduced by holidays, have about as much as they can conveniently handle. It is believed that there will be a steady improvement from now on.

Demand at the present time is pretty well distributed over all lines, although builders' hardware is beginning to bulk largely.

Household Goods—Business is brisk in a great many lines. The early fall invariably sees the resumption of activity in the household, and this means a steady call for all varieties of kitchen, laundry and dairy supplies. Preserving being now the order of the day, large orders for saucepans and like goods are being filled. A little is being done in house-cleaning and moving accessories, but the real fall demand in these lines has not started yet. Refrigerators are moving out and orders in fairly good bulk are being received for carpet sweepers, vacuum cleaners and such goods.

Harvest Tools.—Although the time has passed when orders are to be expected for harvest tools, a small demand is still felt. Quite a few sorting-up orders were filled this week, some for surprisingly large bulk.

Lumbering Supplies.—The demand is now starting, particularly in cross-cut saws. Large orders for saws are being filled. The demand in this line is not confined, of course, to the lumbering districts, many of the orders coming from the factories.

Heavy Hardware.—Local jobbers report a particularly heavy call for all goods, coming under this head. There is a steady demand for nuts, bolts, screws, rivets, nails, chain, tackle, etc. A satisfactory feature is the fact that the manufacturers are making good deliveries. The situation is said to be better in this respect than for some time back.

One price change is noted this week. In wood screws a discount reduction of 15 per cent. has been made. Other quotations are:—Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7⅛.

Builders' Hardware.—The demand is now particularly heavy in all lines. A stiff call for ready roofing and building paper is being felt. It is quite apparent that the retail trade is experiencing a brisk business in all lines of builders' hardware and as yet only the commencement of the fall trade has been felt.

Stoves and Heating Goods.—The orders are coming in thick and fast. Some manufacturers complain that the retail dealers are delaying their ordering, but, on the whole, the tendency seems to be to the contrary. The dealers in a great many cases are making their probable requirements known quite early. Shipments are now becoming heavy.

Some manufacturers still talk shortage. Others agree that a splendid season is ahead and this seems to be the safer view to adopt.

Sporting Goods.—The trade now centres almost exclusively in rifles, ammunition and general hunting supplies. The demand for these lines is quite heavy and sporting goods have become, relatively speaking, the busiest department of all. Some trade in football goods is now being felt.

The store of Saulter and Casselman, Chesterville, was robbed on August 22 and a quantity of razors and knives taken. All cash registers were ruthlessly smashed by the burglars.

The ratepayers of Grimsby, will on Sept. 5, vote on a by-law to make a loan of $10,000 to the Radiant Electric Co.

The Howell Hardware Co., Goderich, have bought up the stock of the Lawrence hardware business at Lucknow and will dispose of it under the management of J. G. Stewart, late of Wingham.

PAINT AND OIL MARKETS

MONTREAL.

Conditions in the paint trade are fairly good, but are featureless just at present. The demand has been heavier, but considering the fact that the time is practically between seasons, that the fall trade is only about to begin, that the coming elections are claiming considerable attention and other factors, business is rather good. There is a feeling of optimism in regard to the future, and it is to be hoped that expectations will realized in order to round out a year that has been a busy one. The markets show practically no change except for turpentine which is somewhat firmer.

Linseed Oil.—Business is rather quiet in this department. Orders of course are coming in steadily but are not as numerous as has been noted a short time ago. Prices rule at last week's figures. For boiled $1.00 to $1.01 and for raw 97c to 98c.

Turpentine.—There is a firmer feeling in turpentine and it is quite general. Reports from England state that with the reduction of the price of American "turps" users are turning more toward it from Russian spirits and certain substitutes. This effect will be to decrease stocks of the former, giving the market new strength. The price is somewhat higher here. Seventy-one cents has been named by some but others claim that it cannot be purchased to-day at that price and are quoting 74 and 75c for single barrel lots.

Prepared Paints.—There is certainly room for improvement in this department. Orders have been rather light in some quarters although there have been no complaints heard from manufacturers.

White Lead.—There is a normal demand for white lead at the new prices which are—for lots of one ton, $6.00; five ton lots and over, $5.90; shipments less than one ton, $6.15, f.o.b. Montreal.

Putty.—There is no feature to the business in putty. It is steady and normal. Quotations are: Bulk, bbls., $2.20; bulk, cwts., $2.45; bladder, bbls. $2.70; bladder cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

TORONTO.

Toronto, August 25.—Trade on the whole is quite satisfactory. While there has been a dearth of orders for prepared paint and varnishes, there has been sufficient activity in other lines to more than counterbalance this.

The semi-apathy which has characterized the market generally for the past two weeks has begun to disappear and it is believed that, by the end of the month, conditions should show a material improvement.

Linseed Oil.—There has been no change in the linseed situation. The price here remains the same—98 cents for raw and $1.01 for boiled—although there is a firmer tendency noted in England. The present trend seems to be all toward firmness. A Canadian crusher makes the statement that he is paying 15 cents per bushel more for flaxseed than he did two months ago. If such is the general state of trade in that line, it may presage higher prices on oil.

Indications now are that the flaxseed crop in the western states will be somewhat disappointing; in fact, that it will be quite as much short of expectations as the surplus in the Western Canadian provinces will be able to make it up. "It now looks as if there will not likely be much decline in the prices to be paid in the early part of the year for flaxseed," declared one man to-day. Quotations at the present time for Winnipeg and Duluth are some 10 to 20 cents per bushel higher than they were a month ago, which does not seem to indicate any likely reduction for the crushers for some time to come."

Turpentine.—The past two weeks has seen a persistent rise on the markets at Savannah and Jacksonville. During the last week, the price has gone up fully 4½ cents per gallon of the wine measure, which is equivalent to 5 cents on our imperial measure. As for the past four or five years, the market has advanced pretty steadily from the beginning of September on, there is now reason to believe that those who do not contract for their requirements in the near future will have to pay a slightly higher price. It is reported that one or two local men, who have sold for future arrival, are liable to lose money on the contracts made.

The local price has gone up to 76 cents, an advance of 2 cents on the previous quotation.

Rosins.—Contrary to all expectation, the market has been very firm with some slight advance on the common grades. Although there is a considerable accumulation at the points of shipment, the market price does not seem to be very likely to decline any further for the future.

Putty.—Trade is now very brisk and large orders are being received. Putty being now pretty much in demand in all building work, the call will be very heavy for some time. No price changes are noted, the present schedule for standard putty being:—Bulk in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—Pig lead has advanced again and, as a natural result, the price of white lead is very firm. Some talk of a further advance in the finished article is heard. The demand at present is quite seasonably large.

Red Lead.—The continued advance in pig lead has not yet affected the price of red. The market is reported to be unusually firm and this, coupled with the steady demand, may point to slightly higher prices.

Prepared Paints.—This is an off season in prepared paints and the demand has become almost nominal. The slackness here, however, is more than made up for by the activity in other lines. Varnishes and japans are reported to be in much the same condition as paint at the present time.

Specalties.—There is a seasonably good demand all around. Good sorting-up orders are being received for boat pitch, kalsomine, pumice stone, sponges, and the many other lines of a similar nature.

Glass.—There is a brisk trade being waged in glass lines. The demand has been gradually coming on and now seems to have arrived in real earnest. Orders are both large and numerous.

Petroleum.—No price changes are noted, the schedule standing: Sarnia prime white, 11½c; American water white family safety, 13c; Pratt's Astral, 14½c.

DEATH OF GEO. A. KOHL.

Montreal, Aug. 23rd.—Geo. A. Kohl, vice-president of the B. & S. H. Thompson & Co., Ltd., passed away during the week at the Sanitorium, Guelph. Six years ago the deceased was struck by a runaway cab, sustaining injuries which undermined his health and brought on paralysis. Mr. Kohl was born in Halifax, fifty-nine years ago, and came to Montreal at the age of 18. He entered the firm of B. & S. H. Thompson, and in 1895, when a re-organization of the business was effected, he became vice-president and general manager. In that year he was elected president of the Montreal Board of Trade. The late Mr. Kohl was a prominent Mason, and was a member of several clubs in the city. His death leaves another vacancy in the business circles of the city.

The Western Hardware Market Situation

Certainty of Crop Results in Large General Orders—Builders' Hardware in Strong Demand — Sharp Advance in Screws.

Winnipeg, August 24.—In spite of the fact that exceptionally warm weather has been prevailing during the last week, the character of the business at the present time in hardware lines is decidedly changing. Summer is fast on the wane, and seasonable goods are wanted no longer. Orders for general lines during the week, however, have been very heavy, as many who preferred to be on the safe side did not place their usual orders until the crop in their locality was a certainty, but as cutting is general now, and it is recognized that an average crop at least will be obtained, they are no longer holding off. Threshermen's supplies are stil moving well, and form by far the greater bulk of the trade at the present time. General lines are, however, holding steady, and the outlook is very bright. Connecting joints, valves, etc., for threshing machines are causing much interest on account of the demand. Retail merchants are stocking heavily, as it is recognized that a much larger acreage is to be threshed this year, and consequently more machines will be needed for the work.

The West at the present time is talking politics with much zest, but no effects have as yet been noticed in connection with the trade. In fact, it is the opinion of many that little difference will be noticed in the volume of trade being transacted at the present time, whether reciprocity comes into force or not.

Stoves and Heating Goods. — Orders have been coming in fairly numerous for these lines and coal stoves are moving out in large numbers. The trade in these is just as brisk as it was two weeks ago, and it is expected to increase considerably when the farmers begin to meet payments on the notes held against them by local merchants.

Sporting Goods.—An active demand is in existence for shotguns and ammunition, as well as camping goods and hunters' accessories. As the hunting season will be shortly open, and as there is only a very limited period, this trade is expected to fall off after the 1st of September. Its place will be immediately taken by rifles and ball cartridges for the deer and larger game hunting season in November.

Screws.—Screws have taken a sharp advance during the week, due to the steady demand which has been existing for some time. Both iron and brass heads have about 2½ per cent.

Zinc.—The strong demand for zinc has also caused an advance of 50 cents per lb. Large quantities of this material are being used, and stocks are none too large at present. Prices in other lines remain unchanged from last week.

Paints and Oils.—Linseed oil and turpentine remain unchanged, and the demand appears to be as strong as ever. As the first shipment of flax is expected to be on the market shortly, and owing to the fact that an exceptionally large acreage has been sown this year, it is expected that the price will drop somewhat.

Mixed paints are still moving steadily, while putty and window glass are very active. Machine oil and grease are moving out well, and large quantities are being used at the present time.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55 ; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80 ; 18, $3.85 ; 20, $3.90 ; 22 and 24 $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.50 ; ½ in., $4 ; ¾ in., $5.20 ; 1 in., $7.50 ; 1¼ in., $10.25 ; 1½ in., $12.45 ; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting.—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc.—Casks, $8.75; broken lots, $9.25.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $13.50; ½ box, $8; I. X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05 ; plain twist, $3.40 ; staples, $3 ; annealed wire, base, $3; oiled, 10c. extra ; bright iron $3.20 base; brass spring wire, base, 23c. ; plain galvanized iron, Nos. 6, 7 and 8, $3.50 ; No. 9, $2.90 ; 10, $3.60 ; No. 11, $3.70 ; No. 12, $3.10; No. 13, $3.40 ; No. 14, $4.25.

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	8 25	8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 55c.; White Brass, 40c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 22
Rods, base ½ to 1 inch, round		0 21
Tubing, seamless base, per lb		0 25
Tubing, iron pipe size, 1 inch base		0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 again cocks, 70 p.c.
Flatway stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14x48", 14x60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x14		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 3 "	20 00	22 50
Carron, special	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	....
Ferro Nickel pig iron (8oo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square		6 10
24 " "		5 00
26 " "		3 85
28 " "		3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.
'Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 75	3 75
Imported pig, per 100 lb	3 85	3 95
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft.	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 27½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	7 50	7 50
Part casks	8 00	8 00

SPELTER.

Foreign, per 100 lb	6 75	6 50

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 00 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80. All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 35c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and 82 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	....	2 45
Galvanized, plain twist	....	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized		2 85
Plain		2 60

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PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

In casks per lb	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	....	0 10
German common sheet	....	0 10
German prima	....	0 15
White pigsfoot	0 15	0 20
Brantford medal	....	0 10
" golden medal	....	0 11
" brown sheet	....	0 10
" golden sheet	....	0 13
" gelatine	....	0 22
" white gelatine	....	0 20
" white glue	....	0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

Per gallon in qt. tins	
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75
Globe house paint (Windsor)	2 00
"New Era" house paint (Windsor)	1 60
Benj. Moore Co.'s "Egyptian" Brd	1 85
Moore's pure linseed oil, H.C.	1 50
Brandram-Henderson's "English."	1 65
Ramsay's paints, pure	1 95
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	1 30
Senour's floor paints	2 00
Maple Leaf Paint (Imp. V. & C. Co)	1 60

HARDWARE AND METAL

PLASTER OF PARIS

barrel 2 30

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.		0 12
U.S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline, single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 71	0 76
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil, " raw	0 97	1 01
" " boiled	1 01	1 05
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Ollcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Granitine floor finish	2 25
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
" Kyanize" Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	3 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		8 15
Lily Pure	6 15	6 15
Tiger Pure	6 15	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B.B. Genuine	7 40	7 40
" Anchor," pure	6 15	6 15
Ramsay's Pure Lead	6 15	6 15
Ramsay's Exterior	5 80	6 15
C.P. Co.'s Decorators' Pure	6 15	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, bris., per gal	0 15
tins "	0 2
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

DRILLS.

Bit stock drills, 2-32 in., doz. 0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz, doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	3 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 n. per 100 lb.	4 00
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding Ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2¼—2¾ inch	2 50
3—3½ inch	2 45
3¾—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring cap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe....per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copp tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 24
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1321	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
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CONVENTION REPORT

MARITIME

BOARD OF TRADE

MONCTON, N.B. AUGUST 16-17. 1911

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ST. JOHN, N.B.

Large Maritime Questions Discussed

Seventeenth Annual Meeting of the Board Held at Moncton—Better Roads, Lower Express Rates, and Shipping Facilities Between Eastern Canada and the West Indies, Among the Subjects Debated—Convention to be Held at Truro, N. S., Next Year.

Staff Correspondence.

MONCTON, N.B., Aug. 24.—Drenching rain delayed the seventeenth annual meeting of the Maritime Board of Trade, which met on Wednesday afternoon last week instead of this morning. An excellent attendance of delegates, a strong and interesting list of subjects, and a capable staff of officers, made the opening hum with enthusiasm. Forest fires delayed delegates from various points, and Thursday saw the full quota of nearly 100 representative delegates from all parts of the Provinces.

Captain J. E. Masters, the president, occupied the chair, and the Assembly Hall of the Y.M.C.A., was well filled with local men of prominence and visitors.

After welcoming the delegates, the president appointed the following committee on unfinished business, including W. B. Snowball, and Hon. W. C. Robinson. They retired and brought in later a revised list of subjects for discussion.

Address of the President.

The president then delivered his address. He said:

Gentlemen,—Members of the Maritime Board of Trade, at this our Seventeenth Annual Convention, before we proceed with the business as set out in our programme, it is in order for me as President to briefly review our work for the past year, and to call your attention to what we hope to accomplish in the year to come, also to make some references to matters of importance to the people of the Maritime Provinces, that may not officially come before the convention.

Our subjects last year were: Reduced freight rates. Better Roads, Quick Mail Despatch. Emigration. Freight rates to and from P.E. Island. Killing of sheep by dogs. Protection of Inlet and Costal Fisheries. Importance of Natural Resources and Guarantee of Municipal Bonds.

Most of them were discussed in a very satisfactory manner, and resolutions passed. For want of time some were laid over, and may be taken up this year, if it is the pleasure of the convention.

You will note that all of these subjects were of a general character, and not local in their demands, which in my opinion is the only policy for the Maritime Board to follows.

We may naturally ask—what has been the result of our deliberations, and have we received sufficient recompense for any sacrifice we have made. In my opinion—yes. For instance in the matter of "Better Roads" there is a feeling in every part of the Maritime Provinces, for a Permanent Road. Individual members of the New Brunswick Legislature have been approached, and while we cannot announce anything positive, I do not hesitate to say that the way is opening, and the question has reached a stage where it cannot be set aside by our governments, and I trust this convention will make a still greater effort



DR. DUNBAR, Truro, N.S.
The new President of the Board.

to secure this much-needed improvement. Let your motto be Good Roads, Better Roads, Best Roads.

Emigration.

In what way can the Maritime Provinces receive their full share of emigration? The subject was very fully discussed and I regret to say, that we have not been yet able to get the matter placed in a manner which is satisfactory. Private corporations are very aggresive, so much so, that our railroad and steamship companies combining are able to control almost the whole situation, consequently the west gets the greater bulk of the people who are coming to Canada as permanent settlers to make new homes for themselves. We have so much to offer our brother from across the water that I am sure a proper presentation of the conditions of things will bring to us a fair proportion of what we are anxious to secure, that is—men of the Anglo-Saxon race, who are leaving crowded Great Britain, to make new homes in Greater Britain. Better freight rates, quick mail despatch, freight rates to and from P.E.I., killing sheep by dogs, protection of inlet and costal fisheries, importance of natural resources and guaranteeing of municipal bonds. All received their portion of time, but with the exception of the latter, not much progress has been made. Mr. Lodge, a member of the Moncton Board, has brought to the notice of the Dominion Government the matter of better mail service, with but indifferent results, the Railroad Department demanding pay for the extra service, and the Mail Department saying they would not be warranted in going to that expense.

Municipal Bonds.

The resolution brought in by the Moncton Board relative to municipal bonds, sinking funds, etc., at the last meeting of the Maritime Board and left over to the present meeting bore some fruit.

The Provincial Government of New Brunswick at its last session passed an Act respecting municipal and other debentures which prescribes the form, how record shall be kept of same, etc. That all future debentures shall have a sinking fund to meet the payment at maturity and all premiums from sale of bonds are to be paid into the sinking fund. Existing issues of debentures not provided with a sinking fund must provide same. If incorporated towns or municipalities fail to provide for a sinking fund the governor in council may direct such town or municipality to make an assessment of sufficient amount to form a sinking fund.

It also provides that sinking funds may be paid into the Provincial Treasury and held in trust for the purposes for which designed, and that the

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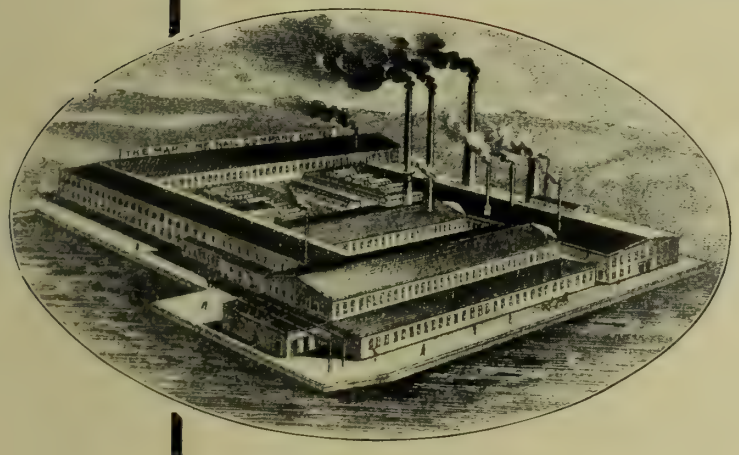
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ST. JOHN, N.B. - CANADA

Provinces shall pay interest at the rate the Province is paying on its loan.

All future town and municipal bonds have to be certified to by the auditor general of the provinces, thus guarding against over-issues and other irregularities.

The auditor general of the provinces has also power to make examinations of the books and records of municipalities in connection with loans and sinking funds

Altogether the Act is a long step in advance in the protection of purchasers of municipal bonds and of municipalities themselves, and this Board may claim some credit in connection therewith.

Gentlemen, our work is still ahead of us. You will be asked to discuss subjects that have been before this board on former occasions, and I trust that this fact will not discourage you, but make you more determined than ever to put all the energy possible into these questions that are of such vital importance to these Maritime Provinces.

This is the time when we will have to stand together as one man. Our interests must be protected.

Growing Rapidly.

We are glad the western part of our country is growing so rapidly and so well, but we must not forget for a moment that Nova Scotia, New Brunswick and Prince Edward Island can to-day offer better inducements to the farmer, can hold out just as good prospects to the manufacturer and laborer, as any country in the world. Coal, iron, lumber, fish and agricultural products are here in abundance, and of a superior quality. Our Maritime Province apples are among the best that get into the British market—this is something new for New Brunswick. Most of you have seen through the press what Mr. Palmer of the London Financial News says, that we have the best part of Canada right here. This is an altogether disinterested opinion, as this gentleman's business was to report on Canada—not a portion of it. Our country will be what we make it. Lumbering and shipbuilding were our only industries a few years ago, to-day every avenue is open to us and as the subjects come up for discussion at this convention let it always be impressed on our minds, this fact, that what we say and do here will pass into history, and it is our business to go on record as a body of men who are determined to have what we are entitled to, and hold what we get; let us have our political differences, but business union, we should give no encouragement to needless waste of public money, but where necessity demands, as it does on the subjects before you—we should insist upon what we believe we are rightly entitled to.

Before closing my address I desire to call the attention of this convention to the wonderful discovery and development of the gas and oil wells in our immediate vicinity—perhaps a brief sketch of their history might be interesting.

Oil and Gas.

In 1859 oil men from Pennsylvania became interested in the conditions existing in Westmorland and Albert counties, some drilling was done, and oil and gas were found in considerable quantities, but the work had to be abandoned for want of capital. In 1876 the late H. A. Whitney succeeded in interesting American capital in the district, wells were drilled to a depth of 1,000 feet and this continued into 1880, when the work ceased. In 1889 Matthew Lodge interested the Hon. H.



HON. C. W. ROBINSON,
President of Moncton Board of Trade.

R. Emmerson, then Provincial Premier in the subject, and the result was an Act to encourage and develop oil and natural gas in the Province of New Brunswick, declaring these articles minerals under the general meaning of the Mining Act. In this year the New Brunswick Petroleum Co. got a license to prospect on conditions that $100,000 was to be spent in five years. Some eighty (80) wells were bored in Westmorland, Albert and Kent counties. Two pumping stations were erected, and something like 10,000 barrels of oil marketed. In 1906 it was decided by the company that a larger amount of capital was required. Through the efforts of Messrs. M. Lodge and F. W. Sumner, Dr. Henderson of London, England, has formed a syndicate to carry on the work. Capital has been secured, and everything points to a most successful development. About twenty wells are in operation, with an output of 50,000,000 cubic feet per day. Pipes are being laid from the wells and through our city. Not only will this be a great benefit to Moncton, but the whole Maritime Provinces are going to get an uplift that will turn the attention of capitalists, and particularly manufacturers to our resources.

Gentlemen, in conclusion, allow me to thank you heartily for electing me to this honorable position. In making me your president you paid me the highest compliment in your gift.

Once more let me say—that I trust our deliberations may be of much good to the different communities we represent, and our Provinces in general.

Faithfully yours,

J. E. MASTERS,
President Maritime
Board of Trade.

The president's address was received with hearty applause.

Secretary's Report.

The secretary-treasurer here read his report as follows:

To the President and Members of the Maritime Board of Trade:

Gentlemen,—The 16th annual meeting of the Board was held at Chatham, N. B., on Wednesday and Thursday, the 17th and 18th August last, with 34 delegates in attendance. It was found with much regret that St. John Board was not represented.

A very interesting meeting was held and some important subjects were very fully discussed and resolutions passed bearing on same.

A banquet was given by his Honor the Lieutenant-Governor of New Brunswick in honor of this Board; and the Chatham Board entertained the delegates and friends to an excursion on the river with music and refreshments, closing a very successful meeting.

The subject brought up by Port Hood Board of Trade asking for a reduction of freight rates on the Intercolonial Railway was referred to a committee with Mr. McLean, of the Port Hood Board as chairman. He advises me that he did not call the committee together as he found the consensus of opinion as developed in the discussion on the subject was that the I.C.R. rates are as a rule lower than on company railroads, and it would be difficult to obtain a reduction.

Four resolutions with respect to better roads were consolidated into one, and thorougly discussed.

The subject was brought to the attention of the several local governments, and it was hoped that in New Brunswick at least, a good roads convention would have been called by the local government before the close of the session, but it was found impossible to do

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this on account of prolonged session, and the near approach of the coronation.

The matter of the quicker despatch of the English mails from Rimouski eastward in the winter and early spring was taken up in Parliament by Hon. Mr. Emmerson on the request of Mr. Lodge of the Moncton Board, and thoroughly threshed out, many of the Maritime members taking part in the discussion. The Post Office department tried to minimize the fact of delays to the mails, but the figures were against them. Mr. Lodge furnished additional information to Hon. Mr. Emmerson and the subject received another airing in Parliament. But the matter stands where it has so long—the Intercolonial Railway will not put on a train without payment by the Post Office Department, and the latter declines to pay for a special train—the interests of the Maritime Provinces continue to suffer.

The subject of immigration was thoroughly discussed and a resolution passed thereon demanding that the Maritime Provinces receive more attention and consideration at the hands of the immigration officials in Great Britain.

A copy of the resolution was sent to the superintendent of immigration at Ottawa.

The resolution from the Moncton Board re municipal indebtedness was debated and, by request, was allowed to stand over.

As you will see by the president's report, the discussion has borne some fruit in New Brunswick in legislating relating to sinking funds, registration of bonds, etc.

Freight rates to and from Prince Edward Island:—Copies of the resolution were sent to the several transportation bodies, and I received the usual acknowledgements. Your secretary feels that no advantage can be gained in this respect short of placing the Government railways under the Dominion Railway Commission. So many and great advantages have accrued to the people of this Dominion from the decisions of that Board it seems anomalous that any railway system in the Dominion should be exempted by special legislation from its jurisdiction.

A resolution was passed relating to the fostering of the sheep industry, but when your secretary secured copies of the legislation of the three Provinces relating to the protection of sheep he found that the fullest legislation had been provided for the safety of flocks. Provision is made for the killing of dogs chasing sheep, and for the recovery of the value of sheep killed. The difficulty rests with the farmers, themselves, mainly. Dogs-at-large are incompatible with successful sheep raising, but the claims of the dog appear to bulk larger with the average farmer than those of the sheep, and a large and profitable industry has become almost extinguished. The Dominion Government Commission on the Sheep Industry has toured Great Britain and the Dominion and it is hoped that its report, which should be ready shortly, may lead to a revivial of that great and valuable industry.

A strong resolution on the conservation of Canada's natural resources was passed. At the present time the Government Conservation Commission is



CAPTAIN MASTERS,
Retiring President of the Board.

taking evidence and obtaining information as to the natural wealth of this Dominion, and public opinion is being roused as to the necessity of conserving for the people the wealth of coal, water powers, lumber, etc., in the Dominion.

On 20th of September last a circular was sent to each of the Boards of Trade of the Maritime Provinces giving the text of the several resolutions passed by the Maritime Board at Chatham in August and asking that the several Boards would bring their influence to bear on the members of the Dominion Parliament and the Houses of Assembly to secure the furtherance of the objects covered by the resolutions.

On 3rd January last another circular was issued covering copies of that of 20th September and calling attention to the fact that M.P.'s and M.L.A.'s would shortly be resuming their duties after the Christmas recess, furnishing the Boards an opportunity of bringing the resolutions again before the members.

I have requested the president to suggest that one hour of one of the sessions of this Board be given to the subject: "How Best Can the Work of the Maritime Board Be Made Effective?"

A heart-to-heart discussion may bring to light the link that is missing between resolutions and results.

Correspondence has been had with parties in Chester, Lower Stewiacke, Sydney and Sussex re Boards of Trade in those places, but satisfactory replies could not be obtained.

Respectfully Submitted,
THOS. WILLIAMS,
Secretary.

This report was, as was the president's, received with enthusiastic applause, and on motion the reports were received.

Want St. John Members.

The president here referred to the case of the St. John Board. He had been asked to make efforts to have St. John delegates in attendance. He had gone to St. John personally, and had interviewed several of the business men there. Their answer had been that their demands were that additions be made to the by-laws in the matter of subjects to be discussed. He had, the president said, immediately set to work to meet, if possible, the demands, and the additions set down in the programme, to come before the meeting were the result.

The St. John Board had, however, refused to come in until they were assured that a majority of the delegates would support the move.

At the evening session the question of Maritime union was discussed at considerable length.

Treasurer's Report.

The treasurer reported as follows:

Receipts.

Balance from last year		$35.84
Per capita tax 1910	$ 4.80	
Per capita tax 1911.	204.90	
		209.70
		$245.54

Expenses.

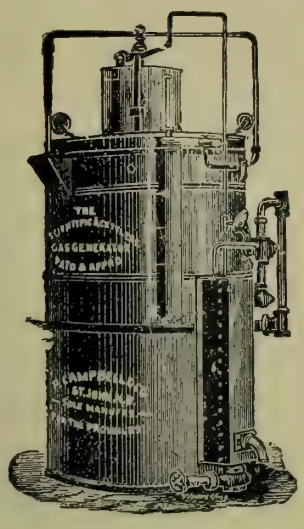
Salary of Secretary.	150.00	
Printing	40.25	
....	13.81	
		204.06
Balance in Bank		$41.48

THE DELEGATES PRESENT.

Nova Scotia.

E. B. Elderkin, Amherst; Dr. J. E. Jones, Digby; D. A. Morrison, Amherst; J. A. Christie, Amherst; C. E. Bentley, Truro; R. V. Harris, Halifax; A.

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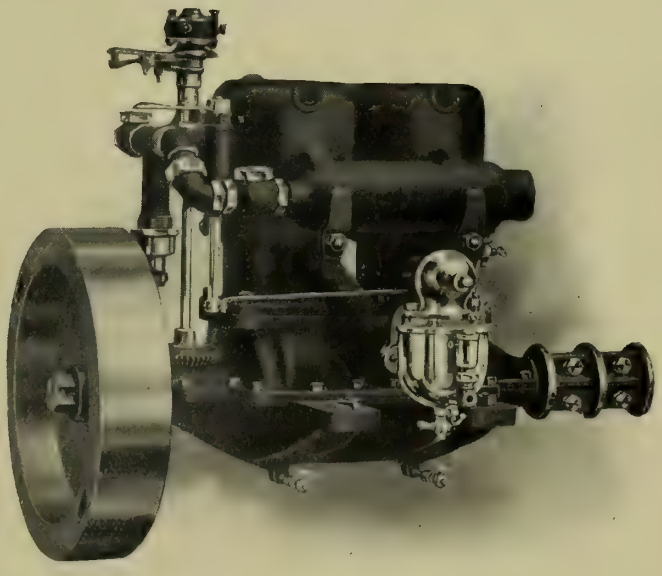
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M. Bell, Halifax; W. S. Davidson, Halifax; E. A. Saunders, Halifax; W. Monaghan, Halifax; A. S. Barnstead, Halifax.

New Brunswick.

L. B. Read, Moncton; W. G. Jones, Moncton; A. H. Jones, Moncton; H. C. Charters, Moncton; W. H. Price, Moncton; J. E. Masters (president), Moncton; E. A. Reilly, Moncton; E. W. Givan, Moncton; G. Stead, Chatham; W. Dick, Chatham; C. C. Hayward, Newcastle; J. Russell, Newcastle; J. D. Creaghan, Newcastle; R. W. Hewson, Moncton; E. C. Cole, Moncton; C. P. Harris, Moncton; C. W. Robinson, Moncton; F. C. Jones, Moncton; D. P. McLachlan, Chatham; Geo. Watt, Chatham; W. B. Snowball, Chatham; Rev. W. I. Bale, Newcastle; Geo. Stables, Newcastle; P. Hennessey, Newcastle; E. A. McCurdy, Newcastle; J. P. Falconer, Newcastle; S. M. Miller, Newcastle; J. Robinson, Millerton; A. E. Williams, Moncton; J. H. Harris, Moncton; J. A. Marvin, Moncton; W. F. Humphrey, Moncton; F. E. Whelpley, Moncton; J. T. Hawke, Moncton.

Prince Edward Island.

J. P. Fielding, Alberton; S. M. Hicks, Summerside; Joseph Read, Summerside; R. L. Cotton, Charlottetown; J. A. Brace, Summerside; E. T. Higgs, Charlottetown; M. Forbes, Charlottetown.

WEDNESDAY AFTERNOON.

The committee on unfinished business then reported. They recommended that Resolution No. 5 be amalgamated with the Halifax Resolution No. 7, both touching on emigration.

Also that Moncton's subject on "Maritime Union" be taken up first.

Also that subject No. 2, touching on an Automobile Highway from St. Stephen to Halifax, be so amended as to include Campbellton to Moncton.

On motion, the report was allowed to lay on the table until subject No. 4 was taken up.

Maritime Union.

R. W. Hewson, of Moncton, then moved the following resolution named "Maritime Union," which was in itself explanatory:—

"That a committee be appointed by this Board to consist of **** members representative of the three Maritime Provinces, to memorialize the Governments of Nova Scotia, New Brunswick and Prince Edward Island with respect to Maritime Union; and to take such other action with a view to influencing public opinion as shall to them seem best calculated to bring about the union of the three Maritime Provinces."

Mr. Hewson suggested the leaving of the appointing of the committee in the hands of the present chairman. He further suggested a committee of four.

The motion was seconded by D. A. Morrison, of Amherst.

The motion was then put and carried.

Moved by Capt. Read, Summerside, that the blanks be filled by four members from each province, a committee of twelve.

Seconded by E. C. Cole, of Moncton, and carried.

The report of the committee on unfinished business was then taken up. Some technical discussion then ensued when it was moved by J. T. Hawke, of Moncton, that the report be referred back to the committee to make the suggested changes.



T. WILLIAMS,

Secretary, and necessarily a busy man at the Convention.

This was seconded by Capt. Elderkin, of Amherst, and carried.

Trade with Cuba and West Indies.

Capt. Elderkin then introduced Amherst's subject, "Better Trade Relations With Cuba and the West India Islands." He regretted very much that H. J. Logan, who was to have introduced the subject, was unavoidably absent. The resolution, however, he considered of great importance; and he thought it could very properly be brought before the Maritime Board. In connection with the people of the West Indies and Cuba, from personal contact he had with them he was prepared to state that they were intensely sympathetic with, and took a deep interest in, the people and conditions of Canada. As an instance, he cited the case in 1908, where Canadian flour had sold in those islands for 25 cents per barrel less than United States flour, while in 1910 it had sold for 25 cents per barrel more, simply because they had become acquainted with the fact that it was better flour.

There was a very large trade to be developed, but it must be done through personal solicitation. The further opening up of these islands to Maritime Provincial trade would prove a great benefit to these provinces.

Ask Aid From Government.

Capt. Elderkin moved the following resolution:

"Whereas the volume of export trade largely influences a country's material prosperity;

"Whereas, owing to the geographical position of the confederated provinces of Canada, different markets appeal to some more strongly than others;

"Whereas the West India Islands are large importers of food products manufactured articles and live stock;

"Whereas Canada through the Maritime Provinces has a direct route with the Islands;

"Whereas up to the present time these Islands are largely supplied from the United States;

"Whereas, believing that these markets can be won for Canada if a persistent effort is made to keep before them the advantages of dealing with Canada;

"Therefore, resolved that this Maritime Board of Trade in annual meeting assembled in the city of Moncton, respectfully asks the federal government through the ministers of trade and commerce and agriculture, to use every available means to win this trade, especially that of live stock, for Canada;

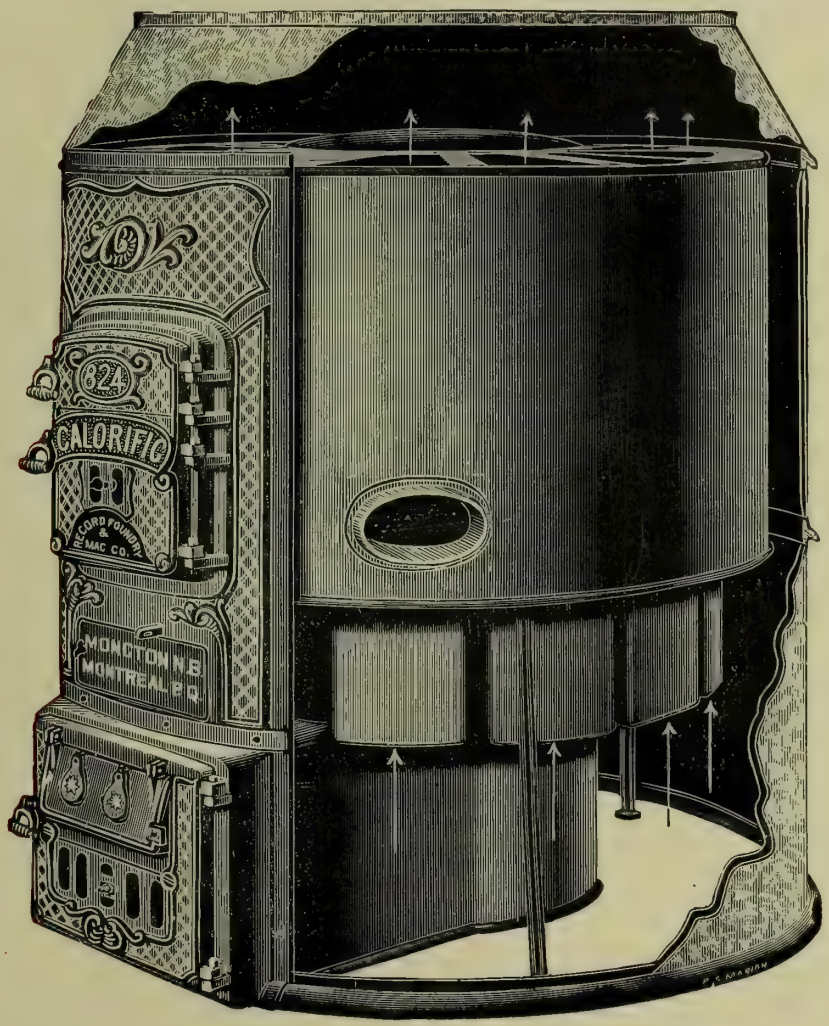
"And further resolved, that in the judgment of this Board a modern and up-to-date steamship service should be inaugurated with boats of not less than 12 knots speed and sufficient accommodation for at least fifty first-class passengers and a dead weight capacity of not less than three thousand tons."

Mr. Christie, of Amherst, spoke briefly on the question. He had taken a trip down that way last year. He heartily agreed with the resolution and was prepared to endorse the mover's statements as regards the feeling of sympathy which seemed to exist in the West Indies for things Canadian. They wished to trade with Canadians. The people there were willing to take hold of anything British or Canadian, in preference to those of other countries. A St. John firm was doing a big business down that way. He knew it was a good opportunity for Canadian trade and Canadian manufactured goods. The main point to get at was to make the steamship service quick with large boats.

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Freight Rate Too High.

W. B. Snowball, of Chatham, had an unanswered letter, to the effect that their prices on lumber were right, but that the freight rates were too high. There was a good trade to be done there in fish, lumber, etc., which Canada could secure and was entitled to.

If any resolution could be passed by the board that would impress upon the Government the need of this they would have accomplished much.

Capt. Read, of Summerside, was of the opinion that at the start a good course to pursue would be to ask for a subsidy for freight only. He thought that whoever took the subsidy would themselves provide for the passenger traffic. His idea would be a line of boats to start from Montreal in the summer, reserving space for points in the Maritime Provinces, so much for each port of call. The time would come, he contended, when those people would perforce have to draw trade from Canada.

Favored Canada.

F. McDougall, manager of the Moncton branch of the Royal Bank of Canada, who had spent much time in the West Indies and written much about conditions there, was called upon, at the suggestion of Hon. Mr. Robinson. Mr. McDougall had spent a couple of winters there and had found the sentiment much in Canada's favor. New York, however, had captured much of the trade, by reason of the fact that the commercial travelers from that city covered the ground, not intermittently, but regularly. This question was, in his mind, a most important one for Canada, in fact, they could hardly discuss a more important one. If some one could be induced to put on a good weekly, or ten-days, service, the benefits would be great. Touching on the point regarding the fact of carrying cattle clashing with the passenger traffic, Mr. McDougall said that he did not see how such could be so as the greater bulk, if not all, of the beef was not taken in on the hoof, but dressed and chilled. True, he went on to say, Canada had geography against her, but they must do their best to overcome this.

The motion was then put and carried unanimously.

Committee Report.

The further report of the committee on unfinished business was heard recommending the amalgamation of subjects 5 and 7 touching on immigration and advertising in the Mother Land. On motion of Capt. Read, seconded by Capt. Elderkin, the report was adopted.

Government Inspection of Farm Products.

At the conclusion of Mayor Reilly's remarks, Capt. Read, of Summerside, introduced their subject and moved the following resolution:

"Whereas Government inspection of products increases the value of all such articles by reason of the confidence of the buyers and consumers, and

"Whereas, such inspection protects the honest and careful producer against the dishonest and careless, and

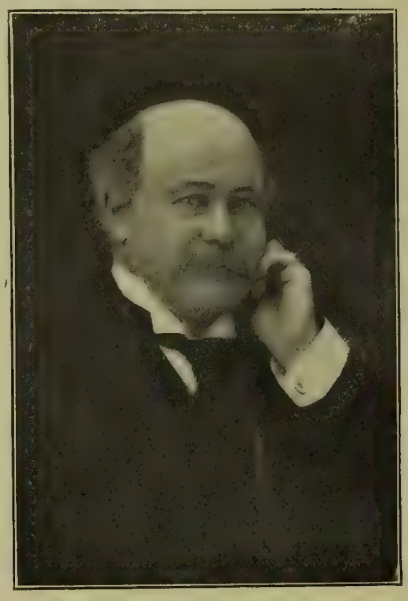
"Whereas, inspection of certain commodities for export abroad only leaves all the inferior, damaged, or infected products of the farms to be used by local consumers thus increasing the ratio of inferior, damaged or diseased goods to go on the local market; and

"Whereas, inspection will promote more care in production and marketing; and

"Whereas, the public health of the community will be in many respects guarded by inspection;

"Be it resolved, that this Maritime Board of Trade request the Dominion Government to appoint a sufficient staff of inspectors to inspect (a) grain, (b) hay, (c) meat products used for home consumption and traded in between the three Maritime Provinces and Newfoundland, and also all cows, the milk of which is used for making cheese, butter, condensed milk, etc., and that the local Government pass such as will protect the local consumers, when and where the Dominion Government has not the necessary jurisdiction."

"Men Who Have Kept the Board Alive"



W. B. SNOWBALL, Chatham, N.B.
Past President.

This was seconded by Capt. Elderkin, of Amherst.

Capt. Read, in introducing the resolution, stated that the farm products exported from the Island to points outside the Maritime Provinces had to be inspected, but for shipment to points within the provinces, such was not the case. In this connection, all tubercular animals, detected in the inspection, were burned on the spot, while, when there was no inspection, the disease was liable to be transmitted in this way. This was the point they wished to get at, to guard against this by providing for inspection. He touched on the great fight being waged against the white plague, and thought the inspection of all products such as these should be stringently compulsory in the Maritime Provinces. This applied to the matter of milk for sale, for cheese, for butter, and in all cases, in conjunction with all kinds of meat products. He also touched on the matter of oats, hay, etc. Inspection was here a great necessity as well.

Want Pure Foods.

Capt. Elderkin, in seconding the resolution, expressed himself in hearty accord with the purport of it. "We cannot lay too much stress on this matter," he said, "and, as a matter of fact, we cannot go too far in an endeavor to have the food products put on the market of the purest and best quality."

Mr. Snowball, of Chatham, in his remarks, brought up a case where Newcastle diseased meats had been detected and destroyed. He was heartily in sympathy with the resolution. Not sufficient care was taken in the inspection of milk, as well as many other such products.

After some little further discussion on the matter, the motion was carried unanimously.

For Good Roads.

Hon. Mr. Robinson moved the following resolution from the Moncton Board

"That with a view to fostering tourist travel between the United States, Quebec and the Maritime Provinces, the Governments of Nova Scotia and New Brunswick be memorialised by this Board to reconstruct and improve the highways between the United States boundary and Halifax (via St. John) and Moncton to Campbellton in order to make them suitable for automobile travel; and that a committee of members be appointed by this board to prepare such memorial and take such other action as may be necessary

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to further the object of this resolution and that the Government of Prince Edward Island be petitioned to repeal the prohibition of the running of automobiles on Prince Edward Island."

Mr Robinson in moving the resolution stated that while he appreciated the fact that there was much antagonism against the auto, it had come to stay. It was in the line of progress. He touched on the benefit of tourist travel that come to the Provinces by automobile, and stated that in many parts the roads were so impassable as to almost discourage such altogether. Much of this tourist travel was attracted here through the medium of the game of the Provinces, and as a direct result, the revenue for licenses last year was some $50,000. Much more than this was spent by the tourists.

"We have," he continued, "our climate and sea coast to sell and under existing conditions we cannot get those to market. It would be good business to try to provide a market for these commodities." There had been an agitation at the Canadian Forestry Convention for a general highway through Canada from the Atlantic to the Pacific. This would, if brought into effect, provide for that section from Moncton to Campbellton. He did not favor the macadamizing scheme, but thought the scheme could be worked out by fixing up the bad pieces of road.

Mr. Miller, of Newcastle, agreed with Mr. Robinson, but did not see how they could cut out the section from Moncton to Campbellton. The North Shore was the game country. He was heartily in accord with the move to take in this section, and thought the government, under the ciscumstances, could well afford it. He seconded the resolution.

Mr. Snowball, of Chatham, Mr. Davidson, of Halifax, and others spoke on the matter, but as the hour was growing late it was decided to postpone the discussion until the evening session.

The meeting then adjourned to meet again at 8 o'clock.

Wednesday Evening Session.

When the evening session openeh at 8 o'clock, the president announced he would consider it a good move to suspend the order of business for a half-hour and devote that time to a discussion on the question as to how results could be best obtained. It was practically useless for a body of men to come from all over the Provinces, pass resolutions and let the matter rest there. He called upon Mr. Snowball of Chatham for his opinion.

Mr. Snowball was of the opinion that it would be a good idea to have a committee of three appointed from each province, to follow up the resolutions, take them up with their respective provincial governments and report back at the annual meeting of the board. He did not believe in large committees—three, he considered, sufficient members. He also suggested a committee of three to interview the Dominion Government on such matters as came under the jurisdiction, the members of the latter committee to be chosen, at the discretion of the Board.

Mr. Bell, of Halifax, was in accord with the suggestion of Mr. Snowball in connection with the committees reporting back. In connection with the committee of three to meet the Federal Government, he thought it would be a

"Men who have kept the Board alive."



A. M. BELL, Halifax, N.S.
Past President.

good idea to have them interview the Ministers while they were on their vacations. While at Ottawa they were busy.

Mr. Stead of Chatham, suggested that copies of the resolutions be presented to the members and ministers.

Mr. Hennessey, of Newcastle, thought it would be a good idea for each local board to have copies of the resolutions, and place them in the hands of their representatives. No representative would ignore the requests of the Board of Trade. This, he suggested, as one means to gain the desired end.

Mr. Brace, Summerside, and Mr. McCurdy, Newcastle, agreed with Mr. Hennessey. The demands of such a representative body as the Maritime Board of Trade could not be ignored. The local boards, however, should be energetic.

The Weak Spot.

Secretary Williams stated that the last speaker had put his finger on the weak spot. He has sent out a communication to the local boards calling attention to the resolutions passed at the last meeting of the Maritime Board and asking that they take up the matters vigorously with their local members. Another such circular had been sent out after the Christmas recess. The matter with the local boards was that they did not take themselves seriously.

The culmination of the discussion was the appointment of Mayor Reilly and Mr. Snowball to bring in in the morning a resolution in this connection.

Back to Good Roads.

The discussion on the automobile highway was here resumed where left off in the afternoon session.

Mr. Snowball stated that roads were the main feeders of the railways. He touched on the immigration question as influenced by roads. The class of immigrants we had coming in were used to good roads, and would in many cases turn away disgusted with their conditions going west in search of better. The time, he thought, had arrived when Canada should pay more attention to her roads. It was a question, if the suggestion of a bonded debt of $1,000,000 for road purposes was not a good one. Were he a member of the local government, he would advocate such a move and he believed the people of the country would bear him out in it.

Mr. Forbes, of Charlottetown, stated that from what he had seen of New Brunswick and its roads he would say that the New Brunswick people in the matter of roads had the heartfelt sympathy of the people of P.E.I. As regards the last section—that touching the move to have the Act repealed which prohibited the use of autos on the Island—he thought it rather out of the province of the board. It was, anyway in his mind, useless. The farmers would not listen to it. It was merely a waste of time.

Mr. Cotten, of Charlottetown, said he would not like to go so far as had Mr. Forbes. There was a movement on foot in some circles to have the prohibition of running the autos repealed. He thought, however, the discussion was useless.

Mr. Forbes moved that the section be struck out. This was seconded by Mr. Cotten.

A Contrary View.

Mr. Sumner, of Moncton, wished to correct Mr. Forbes. He could not have been over the New Brunswick roads very much. He (Mr. Sumner), as an auto owner, would say that he found the roads to St. John excellent. He had made the trip in four hours. The New Brunswick roads were away ahead of those of Nova Scota, Quebec and other provinces. In the Island they had fair roads. They were, however, not wide enough. He agreed with Mr. Forbes

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and the seconder of his motion it would be unwise to tamper with this matter of attempting to have the law repealed.

Mr. Sumner touched on the point brought up by Mr. Snowball, in reference to bonding to the extent of $1,000,000 for road purposes. He was familiar with the circumstances when this question had been brought up and it had finally been stated at the time that $1,000,000 was not enough—$5,000,000 would be nearer the mark. He touched on enhancing the value of Crown lands through the medium of good roads. He considered it good policy to further if possible this move for good roads.

F. McDougall, Moncton, considered it a wise move to drop the clause at the suggestion of the P.E.I. delegates He also considered that it would be a good move to eliminate the clause "from Moncton to Campbellton." In the interests of all concerned in the matter of a main highway, he thought it would be unwise to attempt to establish branch lines as well. He would suggest to the delegates from the North Shore, the dropping of this section.

Mr. Forbes' amendment striking out the P.E. Island clause was then put and carried unanimously.

Old Country Roads.

Mr. Hawke, of Moncton, said he had listened with much interest to the statement that the roads of New Brunswick were far superior to those of Nova Scotia and the other provinces, but he could hardly see where the statement was consistent with the suggestion by the same speaker to spend millions of dollars on roads that were considered so excellent. He touched on the statement of Mr. Snowball that the roads of England were built a thousand years ago. Mr. Snowball had evidently referred to the old Roman roads. Such an argument as this he looked upon as simply attempting to excuse ourselves. From personal experience he knew of excellent, in fact almost perfect roads in the Mother Country built not more than sixty years ago. He touched on the improved methods of dust laying in certain sections in the Old Country, and passed on to take strenuous exception to the phraseology of the resolution in the main. The resolution provided for improving the roads from the standpoint of the automobile and solely for the benefit of the automobile. While he fully appreciated the factors the auto and the bicycle had been toward better roads, he considered that the resolution should be brought in and discussed from the standpoint of the masses and not the classes. How could they improve the roads so as to benefit the farmer?—that was the basis upon which the matter should be discussed. No government, be it Liberal or Conservative could live and attempt to pass such class legislation. The farmers the provinces over would rise in arms against it. He considered the resolution should be so redrafted as to eliminate the word "automobile" and set the matter up in a more general sense.

Mr. Sumner took exception to Mr. Hawke's remarks regarding the old Roman roads in the Old Country, saying that he had passed over roads which he had been told, had been constructed by the Romans over 1,000 years ago, and went on to say that as regards the wording of the resolution to make it pertain to autos only, he agreed with Mr. Hawke there. He was against

"Men who have kept the Board alive."



CAPT. JOS. READ, Summerside, P.E.I.
Past President.

that idea. It seemed to be a class resolution. He again touched on the matter of a bonded debt to the extent of $5,000,000 to be expended on permanent roads and considered it a good scheme.

Mr. Snowball spoke briefly on the part played by the frost in Canada in the maintaining of good roads.

Motion to Redraft.

F. McDougall, of Moncton, moved in amendment that a committee be appointed to re-draft the resolution and submit the result at the next session.

This was seconded by Mr. Miller, of Newcastle.

Mr. Robinson, of Moncton, here spoke at some length on the matter. He was to be considered, no doubt, the father of the resolution, and considered that even from the standpoint of making better the roads for tourist travel, the resolution was in his mind a good one, and one which, if carried out, would react with beneficial results. He touched on his statements of the afternoon on the matter, and went on to call attention to the fact that tourists in autos, coming from the United States side were stopped by an almost impassable barrier. One or two touring U. S. automobiles would be seen on the streets here, while given good roads, the numbers would be increased to two or three hundred. They were exceedingly anxious to visit and tour the Maritime Provinces, but with such roads before them as that from St. Stephen to St. John, were naturally discouraged.

Some further discussion ensued in which Mr. Cole, Mr. Morrison, Mr. Hawke and others took part, when the amendment was put and lost.

Redraft Resolution Carried.

Moved by Mr. Bell, of Halifax, seconded by Mr. Morrison, that the resolution be recasted to read thus :—

"That with a view to fostering tourist travel between the United States, Quebec and the Maritime Provinces the Governments of Nova Scotia and New Brunswick be memorialised by this Board to so improve the highways between the United States boundary and Halifax (via St. John) and Moncton to Campbellton as to make them more suitable for tourists and general travel and that a committee of * * * * members be appointed by this Board to prepare such memorial and take such other action as may be necessary to further the object of this resolution."

This was seconded by Mr. Morrison and carried.

The main resolution was then put and carried unanimously.

Nominating Committee.

Before adjournment, the president named the following gentlemen as a nominating committee : Messrs. Elderkin, Nova Scotia ; Snowball, New Brunswick, and Forbes, P. E. Island.

Thursday Morning Session.

The proceedings opened promptly at 9.30 with Captain Masters in the chair.

W. B. Snowball brought in the following resolution which was seconded by Mayor Reilly and carried unanimously :

RESOLVED that the president, after consultation with delegates, appoint a committee of three from each province to follow up the resolutions passed by this Maritime Board and press them upon the attention of their respective local legislature, and also a committee of three, one from each

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province, to deal with resolutions that require legislation at Ottawa; and that said committees report back in writing at the next annual meeting. Also that the secretary have copies of the resolutions sent to every member from the three provinces accompanied by a circular letter asking their co-operation.

Mr. Bentley, of Truro, thought it was unfair to place so much responsibility upon the president. One of the wants in the East, was the lack of unanimity among the members of Parliament of the Maritime Provinces. There was a mistaken controversial spirit abroad.

Mr. Bell, Halifax, pointed out that if this work were undertaken after the meeting adjourned it would entail untold correspondence. It would be much better to act now while the Board was in session.

Need of Forest Protection.

"Forest Protection" was the next subject, introduced by the Moncton Board.

"That a Forest Protection Board be appointed by each Province to whom shall be reported by the owner of the property burned over each case of forest fire, and such Board shall employ a competent officer or officers, with power to administer oath, who shall make a thorough investigation into each forest fire and report fully on same to the Board, with such recommendation as shall appear to them advisable in each case."

In the absence of F. W. Sumner and Clifford Robinson, Mr. Hawke, of Moncton, seconded by S. M. Higgs. Mr. Higgs referred to the need of action along the lines suggested in the resolution and especially where he came from on the island. He referred to the blight which fell upon cherry trees on the western part of P. E. Island. He had been unable to get any information as to the cause of this, by writing to the Dominion ethymologist, who had promised to look into it. Carried.

Lower Express Rates.

Transportation was the next subject. It involved the failure of express companies to put into effect the reduction of rates ordered by the railway commission. It was submitted by the Alberton and West Prince (P.E.I.), Board

Mr. Fielding, of West Prince, said a readjustment had taken place but no reduction. He would like to hear the opinion of others on the subject.

D. B. Bentley said that on the main line considerable reduction had taken place, and before going on record the Board should be sure that no reduction had taken place.

Mr. Bell thought it a mistake to bring such a matter forward without facts to back it up. The readjustment of rates was a matter of weighing which meant a great increase in rates. He thought an express rate worked both ways. A lower rate would help the shippers of goods from Toronto and Montreal and thus compete with home goods. He would advise care.

Geo. Watt, of Chatham, N.B., said that the big departmental stores all over had special rates on the express services and if the companies could cut rates for them, that was a subject worthy of consideration. No preference should be given these big stores.

Captain Read explained that transportation was not a local question. The "hydra-headed" express companies were the ones to get after as well as the big stores, and the Board should call the attention of the government to this iniquity.

W. B. Snowball spoke to the question and referred to the fine parcel's post system in the Old Country. It would be advantageous to recommend a parcels post like that existing in England. He supported the resolution.

Mr. Higgs thought the pith of the resolution was not clear. He knew that the express companies carried out the instructions of the Railway Commission. He therefore would suggest a readjusting of the resolution with facts involved, which would state what redress was wanted.

D. A. Morrison moved that the motion be referred to a committee of three to redraft this resolution.

Captain Masters appointed A. M. Bell, J. P. Fielding and S. M. Higgs, a committee to do this.

Truro the Next Meeting Place.

The location of the next meeting was discussed, a motion was brought in favoring Truro as next meeting place.

L. G. Jones referred to the fact that last year, Yarmouth gave way to Moncton as the meeting place, and that city had expected to be chosen for next year's convention. Mr. Jones made a motion to this effect and was supported by D. A. Morrison as seconder.

Captain Read supported Truro. He said he was not sure that Yarmouth was in Nova Scotia, and created great laughter by telling Captain Masters that when they were "chewing salt water" Yarmouth was not considered on the Nova Scotia map.

Mr. Bentley pointed out that it was thirteen years since the meeting met in Truro. There were many points in favor of Truro. It was central and convenient.

Mr. Snowball said that Captain Cann, of Yarmouth, was in line for the presidency, and it was a question if he would care to go to Truro.

The amendment in favor of Yarmouth was put and lost by considerable number.

Truro was chosen by a large majority.

Captain Masters then asked the no-

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minating committee to bring in a report.

Changes to Constitution.

Amendment to constitution was the next subject.

Notice had been given of the following amendment, by the Charlottetown, P. E.I., Board :

"That Section 9 be amended to read : "Each affiliated Board shall pay annually to the Secretary-Treasurer towards the expenses of the Maritime Board an amount in the proportion of a per capita tax of fifty cents each on its membership."

Mr. Higgs spoke on the resolution to the effect that more money would be an asset to the Board. However, another resolution had been passed which covered the aim involved in this one, and he wished to withdraw it. He would like to see Members of Parliament asked to attend these meetings, and he made a resolution to the effect that the secretary be asked to write officially for the attendance of members of the federal and local parliaments. It was seconded by Mr. Watt, of Chatham.

Express Rates Again.

A new resolution re the Express Companies' rates was brought in and carried unanimously as follows :

"Whereas it has been found that the reclassification recently made by the express companies has not provided the result of cheaper rates aimed at, but acts to the disadvantage of the general public, therefore be it resolved that this matter be again urged to the attention of the Railway Commission with a view to having the grievance remedied.

Question of Local Subjects.

The following suggestion of addition to rules and by-laws was discussed :—

"No. 25.—No subject of a purely local character in which the interest of one Board may be opposed to the interests of others will be allowed on the programme for discussion at any meeting."

"No. 26.—The subjects for discussion at any meeting of the Maritime Board shall be submitted to the president or secretary by the affiliated Boards at least four weeks prior to the date of the meeting, and a list of such subjects shall then at once be forwarded to the several affiliated Boards, each one of which shall have the right to object to any subject in the list on the grounds stated in By-Law No. 25, which subject shall then be eliminated, and from the remaining subjects the committee on unfinished business (see By-Law No. 3) shall select the subjects for discussion at that meeting, and no other subjects shall be discussed except by two-thirds vote of the members present."

A resolution was moved by Captain Read and seconded by Mr. Higgs and carried that clause No. 25 should be added.

Objection to Clause Being Added.

Mr. Davidson on behalf of Halifax Board said their council did not want that clause in as it would ultimately cause the withdrawal of the Halifax Board.

W. B. Snowball spoke in favor of the resolution. He showed the difference between a purely local matter and a subject of breadth sufficiently important to be discussed by the Board.

He felt Mr. Davidson had not quite understood the question, as Halifax men were much bigger than that.

Mr Davidson said this clause had been brought in to "pamper" St. John. Halifax required no "petting" and had stood by the Maritime Board through thick and thin, and he could not see why St. John should be given any consideration for a "whimsical pout."

Captain Masters then said he was responsible for this clause and it was not for St. John, any more than any other place. He had seen so much time wasted at Board meetings, that he urged this clause.

Mr. Harris and Mr. Barnstead pointed out that it would be necessary to determine more clearly what "purely local" meant.

A. M. Bell remarked that the two clauses were interlaced and should be discussed together. He wanted to see contentious subjects retained in the Board. A "scrap" always made things interesting and he would dealy love controversies at the meetings.

No. 26 was then brought before the meeting by itself, and A. M. Bell moved an amendment, seconded by Mr. Bentley, which inserted a clause in No. 26 to the effect that subjects that were considered objectionable by a two-thirds vote of the Board of Trade general meeting, also cutting out all words after the words "affiliated Boards." This was carried unanimously.

Advertising the Maritimes.

Two subjects were then merged into one, including "Advertising the Maritime Provinces in the Mother Country," and "Immigration to the Maritime Provinces."

This was presented on the advertising question by the Halifax Board:

"Whereas there is room in the Maritime Provinces of Canada for a population of thirty millions, though they now have less than one million, and

"Whereas, the opportunities industrially and commercially in these provinces assure a satisfactory living to the man of diligence and sobriety always, and

"Whereas, the Maritime Provinces, because of their older civilization, have educational and social advantages that cannot be found in a new country and are therefore more likely to appeal to men with families who have to consider the education of their children and the importance of social life, and

"Whereas, there are thousands of such desirable people leaving the Mother Country each season who could be persuaded to settle in the Maritime Provinces, and

"Whereas, because of the extensive advertising of the far western provinces, the eyes of prospective immigrants from the Mother Country have been and are constantly fecussed on these new provinces;

"Therefore resolved that the Governments of the Maritime Provinces should appropriatae a liberal amount of money to be expended for the following purposes, namely:— To educate the people of the Mother Country regarding the variety and natural riches of the Maritime Provinces and to impress them with the advantage of citizenship in such a community as ours."

Optimism Needed.

Reginald N. Harris then read a paper on this question, from which we quote:

"The resolution of the Halifax Board of Trade upon which I have been asked to speak is one dealing with a matter of great importance.

"Few realize the enormous loss the drain upon the population of the Maritime Provinces has entailed upon us. In 1881 the total population of Canada, outside of the Maritime Provinces, was 3,454,200. In 1911 it is safe to estimate it at 7,000,000—an increase in 30 years of 100 per cent.

"In 1881, the combined population of the three Maritime Provinces was 870,-600. In 1911 it is estimated at not more than 900,000. The rate of increase is only about 3 1-3 per cent., certainly not more than five per cent., as against 100 per cent. in the rest of Canada. If we had kept pace with the rest of Canada we would have had 1,800,000 people in the Maritime Provinces to-day, in place of about 900,000.

"There is some satisfaction in the thought that the exodus to the United States has ceased to a very large extent at least. If the people in the Maritime Provinces must go west, we can thank God that they are still citizens of Canada.

"I do not want to find fault with the press of the Maritime Provinces, but I

James Pender & Co., Ltd.

SAINT JOHN, N.B.

MANUFACTURERS OF

Wire

BRIGHT

ANNEALED

OILED and ANNEALED
In Coils and Cut Lengths

" ACME " HORSE SHOE NAILS

" P " HORSE SHOE NAILS

Wire Nails

COMMON BRIGHT WIRE NAILS

" ACME " COATED BOX NAILS

" ACME " GALVANIZED NAILS
"Best in Canada"

" STANDARD " TOE CALKS
Blunt and Sharp

FENCE AND POULTRY NETTING STAPLES
Bright and Galvanized

We Galvanize Forgings, Castings, Etc.

WRITE FOR QUOTATIONS **PROMPT SHIPMENTS**

Wholesale Hardware

To Dealers in Western Nova Scotia

My geographical position is such that the freight rates from Yarmouth are more favorable than any other point in Nova Scotia.

I carry a large and complete stock bought in the lowest markets and solicit your business.

E. K. SPINNEY, - YARMOUTH, N.S.

cannot help asking why it is that our people see so little in our newspapers of the advantages of the east? Why should not our newspapers stop advertising harvest excursions, stop the eternal booming of the west, and pay some little attention to booming the east? One of the greatest assets of the west is the spirit of optimism of its people. And it is surprising how infectious it is! It gets into the blood and takes possession of a man's soul. In the west you cannot help being optimistic. There is nothing peculiar to the west to cause this feeling. You have only to read their newspapers to see the cause. They are all preaching of the west and its advantages; and the west is using the press of the east, and of every land, to attract people to it.

"A few years ago I visited the Canadian Immigration Office in London, and asked for literature about Canada. I was handed several pamphlets about every part of the west, but not a word about the east. I asked if there was not a place called Nova Scotia, and on being told there was, I asked if they had any information about it. At first I was told they had nothing, but later the clerk in charge said that perhaps he could find something, and after waiting for some time, I was given a small pamphlet which seemed to have been written years before, and from which little information could be obtained, and that little of a quality not likely to attract.

"This is a state of affairs which should not be tolerated.

"The people of the east pay their taxes for the maintenance of the Immigration Office in London, and we should insist upon getting a share of the advantage. I am told that matters are not quite so bad to-day, and that some information is obtainable about the Maritime Provinces. I hope this is true. That very little has in the past been done by that office for the east is notorious, and the sooner this matter is remedied the better. It is not creditable to our politicians that it was not remedied years ago.

English Writer's Opinion.

"A London correspondent of a Canadian paper, H. Linton Eccles, recently investigated the question as to why the eastern part of Canada was getting little or no share of the immigration, and he says:

"It is pleasing to note that there are some indications that the respective Governments of the three lower provinces have all apparently had their attention directed to this question. There is no question of so much importance to the Maritime Provinces as re-peopling not the waste, but the fertile places of the provinces.

Five Roads to Follow.

"The action which, I think, should be taken upon the subject dealt with by the resolution may be summarized as follows:

"First. Get every newspaper in the Maritime Provinces to preach the gospel of the east.

"Second. Insist upon the Federal Government giving to the Maritime Provinces a fair share of the advertising and booming.

"Third. Impress upon the local Governments the importance of actively doing something to get immigrants. Let the Governments see that we are prepared to back up largely increased expenditures for this purpose.



J. A. MARVIN, Moncton, N.B.
Member of Reception Committee

"Fourth. Convince the C. P. R. and other steamship authorities that it is in their interest to increase the immigration to the Lower Provinces, and thereby increase the exports by their own steamships.

"Fifth. Get the western spirit of optimism. Believe that this is the best country in the world to live in and try to convince everybody else that you are right in so believing."

Should Get Government Aid.

Mr. Watt, of Chatham, gave some startling figures regarding the small increase in population in the Provinces. He felt that the Provinces had lived in the happy idea that the world knew all about them and their beauties. He believed this Board should ask the government to do something for these Provinces. The Provinces required the help of every man and every newspaper to promote the East. He knew well big companies were interested in booming the west.

John T. Hawke, of Moncton, spoke in favor of the resolution. He objected, as a publisher, to the narrow policy of the speaker who singled out two or three papers which had promoted the Maritime Provinces. He believed the press generally of the East supported the Provinces. He urged more patriotism in the support of the eastern newspapers. It would be idle to neglect the West. The newspapers should not be criticized as they were as far as he knew, devoted to the Provinces.

Conditions Getting Better.

Mr. Barnstead, immigration officer for Nova Scotia, told of his experience on his visit to the Old Country, last year and of his experience since he was appointed. Mr. Harris' reference was to a time before any officers like himself had been appointed. He pointed out that the government was doing considerable for the Provinces. Co-operation had been in evidence lately. Government officers had been given Nova Scotia for advertising in London, and conditions were much better.

Captain Masters said he must hold each speaker to three minutes.

Mr. Barnstead was allowed to go on on the strength of Mr. Bell suggesting that he have his three minutes.

Captain Masters said unless the Board would meet to-morrow morning he could not allow the time to be used, as the visit to the oil wells was arranged and must be made.

Mr. Bell moved that the Board should meet at 8.30 sharp in the evening. It was seconded that Mr. Barnstead would speak at the banquet. Carried.

The Chatham resolution as follows was carried :—

"Whereas the Dominion Immigration reports and other government returns show that the efforts of the Dominion Immigration officials are mainly directed to obtaining settlers for the Northwest."

"Therefore resolved, That a committee consisting of...members of this Board be appointed to communicate with the Provincial Governments of Nova Scotia, New Brunswick and Prince Edward Island with a view to securing their joint co-operation in an effort to obtain from the Dominion Government a policy of immigration which shall secure to the Maritime Provinces the same publicity and facilities with respect to immigration as are at present given to Western Canada."

QUIT TAKING CHANCES ON YOUR STEEL LADDERS AND FIRE ESCAPES

EMPIRE STEEL LADDERS

Stand Alone, Unique, Unrivalled.



Recommended by Fire Commissioners Everywhere.

WHY?

They are the safest on the market—Last a lifetime. Made of the best selected steel—Width, 14 inches—Steps, 12 inches—Foothold 3½ inches—No rivets to rust off—No bolts to loosen.

Get protection by ordering at once. To-day is the day to write.

EMPIRE STEEL LADDER, LIMITED

AGENTS WANTED P. O. BOX 264 MONCTON, N. B.

Wholesale **BUILDERS' HARDWARE** Retail

Our Specialty

A complete line of builders' hardware, of Canadian, American and English make, including sash weights.

L H Co

We are always pleased to estimate on contracts and have experts to do the work.

ALSO A FULL LINE OF GENERAL HARDWARE.

The Lawrence Hardware Co., Ltd.

HALIFAX, N.S.

The New Officers.

Mr Snowball then brought in the report of the nominating committee which embodied a change in the sequence of officers owing to the change in the selection of a meeting place which meant that the vice-president of Yarmouth was sacrificed. Captain Read seconded the report which was carried unanimously.

President, Dr. Dunbar, Truro, N.S.; 1st vice-president, James Paton, Charlottetown, P.E.I.; 2nd vice-president, E. A. McCurdy, Newcastle; corresponding secretary, G. A. Hall, Truro; secretary-treasurer, T. Williams, Moncton, N.B.

Votes of thanks were tendered the retiring president and the other officers for their good work.

C. E. Bentley, of Truro, replied on behalf of Dr. Dunbar, the new president, and thanked them for the honor.

Delegates Banqueted.

The visiting delegates to the Maritime Board of Trade were taken in automobiles donated by members of the Moncton Board of Trade, to the oil and gas wells in Albert county Thursday afternoon. On their return they were royally entertained by Mr. and Mrs. M. Lodge on the lawn at their beautiful residence on Union street. After dinner President C. W. Robinson, of the Moncton Board, who presided, proposed the health of the King, which was responded to by singing the Nathional Anthem.

The President of the United States was next proposed, and was responded to by Col. M. J. Hendricks.

Vice-President J. E. Masters proposed the City Council, which was responded to by Mayor Reilly and Aldermen Charters and Robinson.

At this stage of the proceedings Mr. Barnstead, of Halifax, addressed the gathering. He enlarged on the necessity of the provincial governments of the Maritime Provinces supplementing the efforts of the Dominion Government, and also that a greater variety of the industries must be developed in the Maritime Provinces in order to be able to secure different classes of immigrants coming to us from the Old Country.

President Robinson proposed a toast to the visiting members of the Maritime Board of Trade, which was responded to by C F. Bentley, Truro; Wilfrid Forbes, Charlottetown; and Rev. W. T. Bates, of Newcastle.

Vice-President Masters proposed a toast to Mr. and Mrs. M. Lodge, to which Mr. Lodge replied.

Our Natural Resources was responded to by Dr. Henderson and O. P. Boggs.

The Ladies was responded to by A. M. Bell, Halifax; C. D. Cliffe, of the MacLean Publishing Co.; F. McDougall and S. W. Miller, of Millerton.

At the conclusion of the toasts, Thos. Williams, secretary of the Moncton Board, delivered a short address.

Capt. Jos. Read, of Charlottetown, on behalf of the Maritime Board thanked the members of the Moncton Board for the hospitality shown them.

The gathering broke up with singing God Save the King.

Gas and Oil Among Moncton's Resources

Destined to Become One of Our Largest Centres—Pipes Being Laid to the City—Moncton's Importance as a Railway and Industrial Centre.

Kipling said that Medicine Hat was the town that was born lucky. In this he might easily have added Moncton, N.B. "Lucky" is a poor word for Moncton when it is considered that the town has within a few miles of its limits natural gas wells and crude oil wells with power and resourcefulness said to be unequalled in the world. Already pipes are being laid for the supply of the city with gas and the lighting and heating arrangements will follow. The possibilities for supplying all the leading cities of the east are great and it will only be a matter of time when the boon of thirty-cent gas will be available everywhere in the province.

Moncton is located in the County of Westmoreland, N.B., 89 miles from St. John, northeast. It is a port at the head of navigation on the Petitcodiac river, and the seat of the large workshops and offices of the Government railway, the I. C. R. The population is about 14,000 people. It has a good harbor, fine municipal buildings, and schools, ten churches, four banks, and two daily newspapers; iron and wireworking factories, cotton, woolen and flour mills, as well as other industries.

Great Railway Centre.

The outstanding feature of Moncton is its railway headquarters. This is its great factor as far as employment of hands is concerned, as it distributes in wages and salaries every year far over a million dollars.

The Moncton and Buctouche Railways have their headquarters here also. That the city will be the eastern terminus of the new G. T. P. is a primary indication of the great possibilities before the city. One of its fine buildings is the Y. M. C. A., in the hall of which the meetings of the Maritime Board of Trade were held. There is also a fine hospital and training school for nurses; in addition to the daily papers there are three strong weeklies, numerous hotels, six wholesale houses, a large biscuit factory, barrel factory, clothing factory, brick works, bottling works, etc.

Situated at the bend of the Petitcodiac river, far famed for its natural phenomenon, "The Bore," or tidal wave, Moncton owns its own water, gas and electric plants and supplies gas and electricity for manufacturing.

The city is the natural trade centre for the Provinces of New Brunswick, Nova Scotia and P.E.I.

Aid Given Manufacturers.

The city council has secured legislation enabling it to grant exemption from taxation industries locating here, provided the enterprises are of sufficient importance, while in many cases they go even farther and give free water and other privileges.

Landowners are disposed to be favorable and reasonable in dealing with promoters of new industries, and many of the city's largest plants are located on free sites. Labor supplies are abundant. Besides being a railway town, and having a large and growing population, Moncton is the natural centre of a large number of smaller towns from eight hundred to two thousand population—more so than any other city in the provinces.

In the east are Memramcook, St. Josephs and Shediac; in the west Salisbury, Petitcodiac and Hillsboro, and on the north, Harcourt, Buctouche, Richibucto and Rexton.

To say nothing of the natural power mentioned, the city is within easy distance of the Grand Lake coal fields, and also of the great Cumberland areas at Maccan, Joggins, River Herbert and Springhill Mines that yield a splendid quantity of coal for steaming purposes. In every way the city is an ideal manufacturing centre.

The Moncton Board of Trade showed marked energy and enterprise in its open-handed entertainment of the visiting delegates of the Maritime Board, and C. W. Robinson, Ald. Charters and others, like Mr. Marvin and F. W. Sumner and Mr. Jones, and everyone in the city of any standing deserve public congratulation for the success of the meeting.

That Moncton is destined to be one of Canada's great cities is quite feasible. New promoters of the real estate surrounding Moncton have now set to work and are inviting investors to quit taking chances on outside land-office

CRAGG BROS. COMPANY LIMITED

CUTLERY is always an interesting line of goods for the hardwareman, knowing this, we have specialized it and the result is that after years of endeavor we claim to have the best connection in this line of goods of anyone in the Lower Provinces.

Cragg Bros. Company
LIMITED

The Cutlery House
OF HALIFAX

We use exclusively high grade ENGLISH Steel in our BEST Quality Axes

ESTABLISHED 1865

THE
JOSIAH FOWLER CO., LIMITED

MANUFACTURERS OF

AXES

Edge Tools
Striking Hammers and Sledges
Car and Carriage Springs and Axles
Hatchets, Chisels, Draw Knives, Etc., Etc.

AUTO SPRINGS one of our specialties

WRITE US FOR PRICES.

Works: 97 to 111 City Road, St. John, N.B.

CAMPBELL'S XXX CHOPPER

THE BEST AXE TO USE. TRY ONE



WRITE FOR PRICES OF XXX CHOPPERS

CAMPBELL BROS.
SOLE MAKERS
Registered Trade-Mark
ST. JOHN, N.B. . . . . CANADA

The Brunswick Hotel

LEADING HOTEL OF
Moncton, N. B.

CATERS SPECIALLY TO COMMERCIAL TRAVELLERS

Large sample rooms and first class accommodation

IT WAS THE HEADQUARTERS OF THE DELEGATES TO THE MARITIME BOARD OF TRADE.

GEORGE McSWEENEY
PROPRIETOR
HARRY TWIGGER
Manager

schemes and to try the solid investment in land which promises surely to provide a patrimony enviable indeed.

NEW BRUNSWICK WIRE FENCE CO.

A thoroughly representative manufacturing plant in the City of Moncton, N. B., is that of the N.B. Wire Fence Co., Limited. It is the only factory of the kind in the East, and it has grown to be among the largest in the Dominion.



It is now ten years since the foundation of the company and the development has been steady from year to year. Good management combined with excellent goods and careful attention to customers has built up the large business all over the Provinces while laterly considerable business has been done in Quebec and Ontario as well as many parts of the Great West.

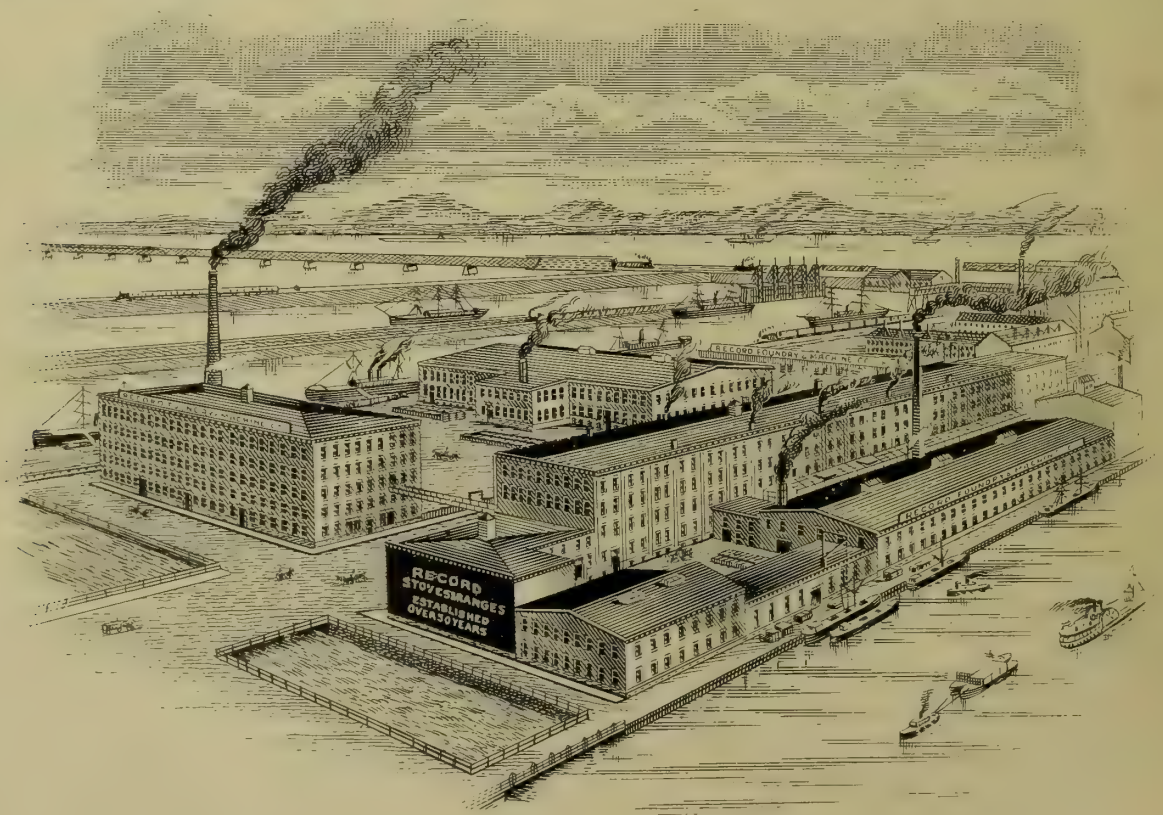
During the past year some new machines have been added to the equipment. The floor area now equals 1,000 feet and the factory is fitted with all modern conveniences for shipping and for carrying on successfully this large industry. To illustrate the development it was only last year they installed a new machine which had a capacity of turning out 100,000 rods of wire fencing per year, and this year another one of similar capacity has been added.

A staff of from 150 to 200 hands is required to keep the business running during the year. The goods manufactured, include woven wire fencing, cold spring fencing, plain and ornamental fencing and gates, staples, wire window guards, wire covers, waste baskets, flower bed guards, trellis guards, etc.

THE RECORD FOUNDRY & MACHINE COMPANY.

The Record Foundry and Machine Co., is one of the largest enterprises in Moncton. It was established years ago by a man named Record, whose name the firm bears. Long since the Records have passed away, and the Messrs. Peters, O. J.; Joshua, and A. E., combined with several other prominent men have carried on the business successfully.

Their works in Montreal are very large and important and they have sales agencies and warerooms not only in Montreal, but in Winnipeg, Calgary and Vancouver.



Plant of Record Foundry & Machine Co., Moncton, N. B.

SUMNER COMPANY.

No firm in the city stands out more prominently than the Sumner Co. This solid hardware business was established more than a half a century ago by the father of the senior member of the firm. They handle shelf and heavy hardware and do wholesale and retail trade. Their business covers all parts of the Provinces and the company have some of the finest manufacturing agencies in the east. F. W. Sumner, the head of the firm has done a great deal for his native town; he was one of the later promoters of the oil wells and fathered many of the best public utilities, organizations that to-day are such a credit to the city. The new street railway was his idea many years ago, and he has fought some hard fights for the city's welfare.

The store is an ornament to the main business section, being built of fine red sandstone, and the interior is second to none, even the largest city stores.

Mr. Sumner is president of the N.B. General Hospital, of the N.B. Petroleum Co., which originally gave the option to the Maritime Oil Co., now looming into prominence in the fields mentioned.

BRUNSWICK HOTEL, MONCTON.

The leading hotel of Moncton is the Brunswick, admirably located opposite the station of the I. C. R. It is far enough away from the station, however, to avoid noise and traffic disturbances and has the advantage of a beautiful garden, which is the talk of Moncton.

The building is large and commodious

FURNESS LINES

FIRST-CLASS FREIGHT SERVICE

WEEKLY SAILINGS BETWEEN

LONDON, G.B.

HALIFAX, N.S.

AND

ST. JOHN, N.B.

The Fast High-Class Steamships

S.S. "RAPPAHANNOCK" S.S. "KANAWHA"

S.S. "SHENANDOAH" and others.

REGULAR FORTNIGHTLY SAILINGS BETWEEN

LIVERPOOL, G.B.

ST. JOHN'S, Nfld.

AND

HALIFAX, N.S.

The Fast High-Class Clyde-Built Steamships

S.S. "DURANGO" S.S. "TABASCO"

S.S. "ALMERIANA"

Will sail regularly between the above ports, taking through freight to all parts.

FOR RATES OF FREIGHT APPLY TO

FURNESS, WITHY & CO., Limited - AGENTS

UPPER WATER STREET, - - - HALIFAX, NOVA SCOTIA

P.O. BOX 70 TELEPHONE 15

CROWELL BROS.

Ship Chandlery and Hardware

Cutlery, Cordage, Canvas, Paints and Oils. Builders' Hardware and Mechanics' Tools, Iver Johnson Bicycles.

Head of Commercial Wharf

HALIFAX, N.S.

Agents for

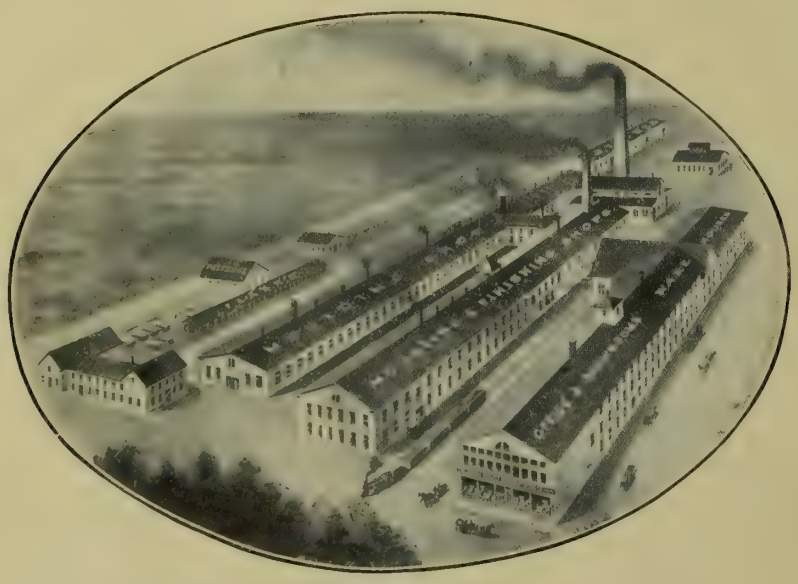
Sherwin-Williams Paints **New Jersey Copper Paints** **Dick's Engine Oils** **Iver Johnson Bicycles and Firearms**

and comfort is the watchword of the hotel throughout. Accommodation is provided for travelers in large numbers, and most of the leading men stay at the Brunswick. This is caused by the homelike attentions shown by the staff, and the manager, Harry Twigger, who has a host of friends with the traveling public.

Owned by Geo. McSweeney, the house has been famous for its political associations. The big banquets are invariably held at the Brunswick. Mr. McSweeney is one of the best known men in New Brunswick. "Bob," the porter, is a general favorite. The banquet given this summer to the British journalists was held there.

CHARLES FAWCETT MFG. CO., LTD.

It would be difficult to find a plant more thoroughly up to date than that of the Charles Fawcett Mfg. Co., Ltd., of Sackville, N.B. Since last year many improvements have been made. A siding from the I.C.R. main line has been added to the place and divisions running to different sections of the large premises. The shipping facilities have therefore been multiplied and car loads are now sent to all parts with marked promptitude.



Plant of Chas. Fawcett Mfg. Co., Sackville, N. B.

In the main warerooms handsome new offices have been equipped with every accessory of comfort and style in modern business life. New floor space has been added not only in the warerooms but in different parts of the factory. This includes the steel range and mounting department; the addition in the course of erection in the molding department; the new brick sand storage house and the brick addition between the mounting shop and the warehouse. This latter is 80x80 feet in area and three storeys in height thus completing a magnificent plant. The whole premises are models of convenience and progressiveness. Everywhere the Fawcett management has conserved efficiency and have aimed at a high standard of development.

Personal supervision of all work by the heads of the firm makes this possible. Their trade in the west has grown by leaps and bounds and now the ocean to ocean business is easily among the largest in Canada. They have warehouses at Montreal, Winnipeg and Vancouver.

THE ENTERPRISE FOUNDRY CO., SACKVILLE, N. B.

The Enterprise Foundry is one of the most up-to-date plants in the Dominion. It is really owned by W. S. Fisher of Emerson & Fisher, St. John, but is run quite independently, Mr. Fisher's son being managing director. They have an extensive store in Saskatoon, which is conducted in conjunction with the factory in the east. Some of their new lines include the Enterprise Prince, steel range; Enterprise Camper, also steel range. The new Comfort furnace, No. 150 is a recent addition and is a cheaper line than their Blazer furnace.

The glass oven door on the Enterprise Monarch is a novelty.

ACME STEEL LADDER CO., OF SUSSEX, N. B.

An interesting and useful device is the Acme Steel Ladder manufactured by the company bearing the same name located at Sussex, N.B. The manufacturing plant of the Sussex Manufacturing Co., is where the ladder is made, and the business has grown from a distinctly local and Maritime one to that of a national industry. The ladder itself is absolutely rigid. There is nothing fancy about it and it is one to be used every day.

You can put the ladder on a roof and take it off just as you would a wooden one. It can be slid from one end of the roof to the other and there is no danger of it rolling down on you or buckling up in the middle.



It is made in one foot links just the same as the old style ladders but with a very simple lock which is protected by patents.

It affords admirable protection from fire as it cannot burn and remains rigid as long as a vestige of wall remains.

The picture shown here gives an excellent idea of the ladder in use as in this illustration the Acme is seen carrying over half a ton less than half its capacity.

P. CAMPBELL & CO., ST. JOHN.

P. Campbell & Co., are among the leading firms of this city, and were the pioneers of the acetylene generator business in the Maritime Provinces. They manufacture the "Scientific" acetylene generators which have had a most extensive and satisfactory sale. They make a specialty of establishing lighting systems complete for residences, stores, halls, churches, colleges, public buildings, everywhere that light is used. For use outside they have produced a portable machine, known as a "Contractor's

Light,'' specially adapted for railway purposes, mines, water works, dredges, docks, etc., which has proven to be a great advance in that line.



A Test of the Empire Steel Ladder Conducted by Chief of Moncton Fire Brigade. Empire Steel Ladder Co., Moncton, Manufacturers.

Handsome booklets are promptly sent out giving elaborate details of the plant.

Mr. P. Campbell is one of St. John's leading citizens, and has always taken an active interest in the welfare of the Provinces.

His son, William H. Campbell is associated with his father and is one of the most enterprising and popular young men of the city.

St. John's Great Shipping Facilities

Government Shipyards to be Established There—Many Manufacturing Establishments—Important Tourist Centre.

St. John still continues to go ahead with leaps and bounds. The latest impetus given the place is the Government shipbuilding yards, which are about to be established there, giving employment to over a thousand hands to start. On the other hand, business activity was never more marked in the city. New enterprises receive every encouragement and the convenient railway connections make shipping facilities unrivalled. It has excellent river and ocean navigation and is the great Atlantic winter port of the Dominion, the C. P. R. running their fleet there all winter.

Raw materials of all descriptions are easily obtained, and the finished products can be shipped handily and with profit.

The climate is unequalled anywhere, being scarcely over 75 in the day at the hottest, and always cool at night. Tourists flock there in the summer, and the trip across the Bay of Fundy to Digby is an ideal one.

Some of the industries at present making the town hum are the manufacturing of cotton, pulp, lime quarries, the fruit and produce trade, and the fishing industry. Many varieties of wholesale trade are carried on, and the city is easily in the front rank of Canadian centres.

The Board of Trade is one of the most active in Canada, and is always in the forefront wherever St. John's interests are concerned.

J. PENDER & CO.

The business of nail making carried on by James Pender & Co., St. John, has grown so much in the last year that new wings have been built and are now in the course of interior equipment. The premises are fitted throughout with the latest nail making machinery. That they have increased in all of their lines is an evidence of the confidence in which they are held by the trade. ''Jim'' Pender the head of the firm, is a red-hot business man, and incidentally is warm in politics. Bluff and hearty he begets enthusiasm and confidence, and most of his customers have a chance of knowing him personally as a man who keeps his word and backs up his goods by sincere quality of workmanship.

JOSIAH FOWLER & CO.

One of the longest established manufacturing plants in St. John is that of Josiah Fowler & Co. The founder, Mr. Fowler, Sr., is a practical man, and went into the axe business in a small way half a century ago. His plant has grown into one of the largest in the country. They also make chisels and other edged tools as well as auto springs. Special Old Country steel tempered to suit their work is the secret behind th?ir goods which now have a continental reputation. Mr. Barbour, Mr. Fowler's son-in-law is a member of the firm, while his son is now president.

CAMPBELL BROS.

Campbell's axes have become as familiar as household works in the Maritime Provinces. They have been established many years and have built entirely on quality and durability. The Campbell brothers are young men who work along in their own way but they always ''deliver the goods.'' The management are generous and enterprising and guarantee satisfaction to all customers. Their trade extends from ocean to ocean although chiefly confined to the east.

MARITIME NAIL CO.

The Maritime Nail Co. has absorbed another concern since last year, combining a wire nail business and wire making company with their large horse shoe nail and galvanized plant. S. E. Elkins is still managing director which is an assurance of continued success. Their trade is known as one of the very largest and is steadily increasing.

Advantage of Nova Scotia's Capital

Halifax, the City Beautiful — Many Natural Picturesque Spots—Superior Educational Facilities—Open Winter Port.

Halifax is the city beautiful. All the glamour of its military traditions lives only as history. Business in all forms is the watchword there to-day. Industries have been encouraged and enlarged, and Halifax is gradually coming into its own. The business men are nearly all in the happy position of having money and they use it to still further promote business, and at the same time enjoy life. They long ago not only knew how to make a living, but how to make life worth living.

The natural beauty of the harbor and

its surroundings, the Arm and the public gardens, coupled with the historic spots of beauty, and the fine yacht clubs, and social clubs, combine to make Halifax a pleasant place to visit.

The prosperity which is covering the Dominion is dominant in the east, and Halifax is sharing abundantly.

That the C. P. R. now have control of the D. A. R. is established, and has created a spirit of new hope down there which should prove a big commercial asset later on.

The educational facilities of Halifax are unequalled anywhere. Their schools include military schools, business colleges, medical schools, two theological schools, two conservatories of music, the Ladies' College, seven convents and a university for higher education.

The open port in winter is a great advantage, and every facility is afforded for shipping the year round.

The Board of Trade of the city is one of the most active and important in Canada, having a membership of over 600. E. A. Saunders, the secretary, is an energetic and capable man. He was at the Maritime Board meeting, and wherever he is, his ideas are dominant.

A. M. BELL & CO.

No firm in Halifax has a more sterling reputation than has that of A. M. Bell & Co. A. M. Bell has a high standard of life which he does his utmost to live up to in all his work. He has for years been the life of the Maritime Board, and his judicial mind has helped a lot. He dearly loves a controversy, and a "scrap" is enjoyment to him. At this meeting when a resolution was up which looked like pampering St. John re the abolition of contentious subjects, Mr. Bell arose and said surely men were men and not afraid of a little contention. He remarked (and he is not very large of stature), "If I were as large in stature as I am in temper I would have been a prize fighter."

R. P. Bell, a son of the founder, is one of the directors, and A. B. Wiswell is vice-president.

THE LAWRENCE HARDWARE CO.

The Lawrence Hardware Co., whose head is H. G. Lawrence has been in existence only about two years but it has forged ahead of some older concerns from a standpoint of enterprise and trade. They carry on a general wholesale and retail business which in a way has followed up the clientelle of the old Fuller Hardware Company of which Mr. Lawrence was a member for years. They made a specialty of builder's supplies, also millmen's needs. The vice-president is A. W. Way, and C. H. Bennett is secretary-treas.

CRAGG BROTHERS.

Since last year the firm of Cragg Bros. has evolved into a limited stock company, and Mr. Cragg has done what so many up-to-date houses are now doing, taken his co-workers into the business, sharing the profits of an organization which they have been instrumental in up-building. Horton Covey and E. K. Puddington, two of the elder workers of the house, have become members of the firm. The firm make a specialty of cutlery and fine sporting goods. The latter line has made the store almost headquarters for high-class sporting articles. They are sole agents for many specialities and carry on considerable trade at wholesale, not only in the Provinces but in the west. Mr. Cragg, the head of the firm is a keen capable merchant, who has always taken an intelligent interest in the welfare of his native city.

AMHERST FOUNDRY CO., OF AMHERST, N. S.

Established many years ago in a small way, the Amherst Foundry Co. has grown steadily from year to year. They manufacture a fine line of bath room fittings and enamelware which have a large sale all over the Dominion. Their specialities have met with ready sale in the west and their Toronto branch is an active and busy organization. Special sales branches are in force in the extreme west and the sales this year have exceeded all previous efforts.

They also make a variety of stoves, the sale of which is largely confined to the Provinces, being especially suited to these customers.

The directors include J. A. Crossman, who looks after the manufacturing; W. N. Knight, who lands the orders on the road; also C. A. Black and C. A. Lusby.

I.C.R.'S PASSENGER MAN.

J. B. Lambkin seems to be getting younger every year as the passenger agent of the I.C.R. at Halifax. "Jim" as he is familiarly known has fitted in beautifully down east and has won the good-will and respect of all who know him there just as he did years ago all over the West.

This year he was as usual about the Halifax Hotel and other places showing his tireless energy in looking after the comfort of visitors. It is his pleasure to show people how they can best enjoy themselves in the city beautiful and ultimately use the I.C.R. unconsciously to see other beauty spots about which James can make such splendid "spiels." He is the kind of man one would like to meet at Christmas time as he is always in good humor, always entertaining and bubbling over with a contagious form of enthusiasm that never wears out. "Keep it up Jim," is what his host of friends say and more power to the I.C.R. to select others who have the capacity to make the government road more popular every year.

HARDWARE FIRM TO GET LARGE BULK CONTRACT.

Kingston, Ont.—Although it has not been stated officially, it is understood that the contract for the addition to the Kingston post office, has been awarded to McKelvey & Birch, hardware merchants. It is stated that their tender for the entire work has been accepted, but that it is waiting for the sanction of an order-in-council. As soon as the contract is signed, work will be commenced, so that the wing may be roofed before the snow flies.

THREE KINDS OF ASSETS.

A hardwareman may have his money invested in three ways which will bring him varying profits. The money on his books, as a rule, will earn him nothing. The money he has deposited in the savings banks, will earn him from three to four cents per year, on each dollar. But the money he invests in his business turned over four times a year, should produce twenty cents or more, per dollar.

WILL IMPROVE THROUGH COURSE OF CARD WRITING.

The second of Hardware and Metal's series of articles on card writing, will appear in the issue of August 26. Every clerk who aims to improve his position, should take hold of this course and study it. Practice makes perfect, in this work, even more surely than in many other lines of endeavor to which the old proverb is applied. It is interesting and fascinating work and any clerk who tries it sufficiently to acquire some slight skill, will not give it up until he has attained perfection.

That Edwards Short Cut System, as advocated in Hardware and Metal, is meeting the approval of clerks, is shown by the following extract from a letter received from F. Ware, with T. M. Nash, Wellington, Ont.:

> "I have had some success in writing fence signs, and think this course will improve my work very much. I intend in the near future, to send a snap shot of a few of my signs."

An Up to Date Glass Warehouse

TORONTO, Aug. 23.—The Toronto headquarters and factory of the Consolidated Plate Glass Co. of Canada, Ltd., is now completed and has been occupied for the past month. Although some of the interior arrangements have not yet been perfected, owing to the labor and time involved in moving and placing the extremely large stock, an inspection of the new building reveals the fact that it is one of the most up-to-date plants of its kind. The equipment is complete in every detail and the facilities are such that the company will be in a position to largely increase their output.

The new building is situated on Spadina Avenue near the corner of Grange Ave. This section of the city is largely being taken up by wholesalers and for manufacturing of a certain kind. The location is quite central and highly desirable from every standpoint.

The building itself is an extremely handsome one. Standing over eighty feet in height and finished with an eye to architectural effect, it is both striking and impressive. The front is in stone and red brick, finished with terra cotta especially imported from the Royal Doulton potteries in England. The trimmings lend an attractive effect without approaching the elaborately ornate, the favorable impression being heightened by the presence of iron grille work over the main entrance and on the open landings on the storeys immediately above.

The building is 50 by 140 feet and is six storeys high, including the basement. There is a total floor area of 42,000 square feet.

The Offices.

On entering the offices, one is impressed, first, with the unusual height of the ceiling. There is a space of nineteen feet between the floor and the ceiling. The reason for this is grasped when the shipping department at the rear is visited. There one sees glass plates standing, in some cases, 14 feet high and the need for high ceilings to make the handling of such huge pieces possible, is realized.

The office is finished in quartered oak and the ceiling is crossed with heavy beams of the same material. Private offices at the front are occupied by the president, the vice-president and manager, and the secretary. To the rear of the general offices, a room is partitioned off for the use of the salesmen.



A view of the front of the new warehouse of the Consolidated Plate Glass Co.

The Shipping Room.

At the rear of the ground floor is the shipping department. It is splendidly equipped for the moving and handling of glass in large bulk. An iron runway, manufactured by W. D. Beath & Sons, has been installed, operating from the ceiling. Iron tracks have been erected, running from the outside doors, where the cases are brought in and carried to all parts of the shipping room and to the elevator in the corner. Incoming or outgoing cases are loaded and run along the tracks with great ease. They can be switched to different sections of the department. One outside

entrance opens on to the elevator and there are two others which have direct connection with the runway. It is possible, therefore, to load or unload at three different points at the same time.

The first floor is used largely for the storing and cutting of sheet glass. The cutting department is situated at the rear. Along the north wall, a large rack for the storing of sheet glass of all sizes has been placed. It has sufficient capacity to hold many thousand square feet but, even at that, it is intended to extend the rack to about double its present length, as soon as possible.

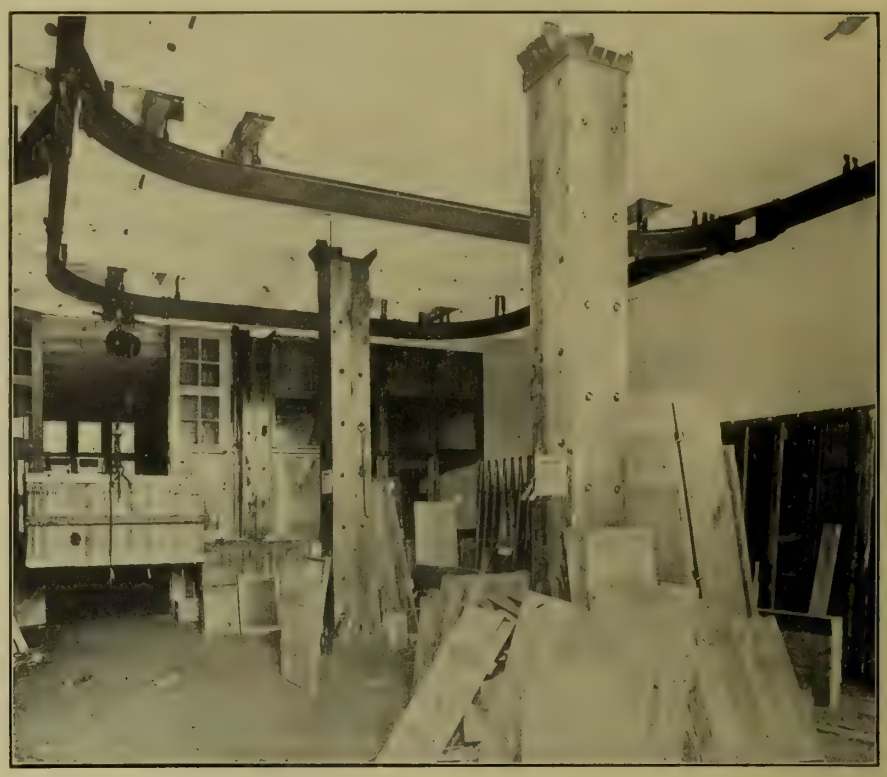
Plate Glass Department.

The second floor is used for the storing of cut sizes of plate glass and at the rear the cutting is done. A large table is provided for this purpose and several men are kept steadily at work cutting up the plate glass into the requisite proportions as fast as it is brought in.

An Acre of Figured Glass.

The most interesting feature of this floor is the row of cases, containing figured glass, along the south wall. There are about one hundred cases in all averaging ten feet in height. The amount of figured glass—which embraces in its scope stained glass—is, approximately speaking, 45,000 square feet.

To grasp the significance of the figures, picture an acre covered with glass of the stained, frosted and other figured glasses! The amount of stock stored in this portion of the figured glass department would, if spread out, cover a little more than an acre of ground and some idea will thereby be gained of the value of the goods stored in the row of cases shown in the accompanying illustration.



The shipping room, showing the runway in operation.

In the front of this floor is a room partitioned off, which will be used as a lunch room for the employes. The fittings have not been completed as yet.

The Glazing Department.

The third floor is used for the storing of glass, ready for sizing, beveling and silvering. At the rear is the glazing department. Here four men are employed at the task of glazing and preparing the glass and sash for shipment. The output of this department is very large.

Silvering and Beveling.

The top floor is devoted entirely to the work of silvering and beveling. The silvering department is situated at the rear and is partitioned off from the rest of the floor. At present only one table has been installed, as will be seen from



A view of the handsome offices of the company.

the illustration but it is intended to put in a second one immediately.

The work done here constitutes the finishing touch to the glass intended for use in the manufacture of mirrors, etc. It comes in and is cut to the size and shape required and properly beveled. It is then placed face downwards on the tables and coated with the preparation used for this purpose.

In the beveling department, forty machines are used as partly shown in the picture. Each machine is operated by a skilled workman, in some cases two men being required to carry out the work. Here plates of all sizes are beveled and polished.

The picture shown of this department includes only the north side. On the south side, an automatic polisher is being installed which will facilitate very considerably that branch of the work. Three hand polishers are employed as well.

Protection From Fire.

The building has been constructed with particular care to provide protection from fire. Each floor is shut off from the rest of the building by asbestos-covered doors. In case of fire it would be possible to confine it to the floor where it broke out.

The doors on each floor open off a stone stairway in the front of the building, leading up from the main entrance.



A view of the plate glass department—The cases to the right contain figured glass in sufficient bulk to cover an acre of ground.

The landings on the lower floors are open at the front, with stone parapets, topped by handsome iron grille work.

Output Increased.

It is impossible at this time to estimate the capacity of the building or the probable output of the plant with the improved facilities now afforded. The output will show a substantial ad-



The third floor, which is used for the showing of glass ready for sizing and beveling—This picture gives some idea of the extremely large stock carried.

vance, however, in accord with the rapidly increasing business of the firm.

It was found last year that the business of the company had outgrown the building on Wellington Street and it was decided to build a larger and more suitable structure. Accordingly the site on Spadina Avenue was secured and construction work was started about the first of the year. The work progressed rapidly, so that it was found possible to move in toward the latter part of July.

The new building, as it stands, was designed particularly for the purpose and is pronounced to be one of the best plate glass plants to date. Although it is much larger than the previous quarters of the company in this city, there are evidences already that it is none too large and that every square foot of space will be required to successfully cope with the volume of business.

Personnel of the Company.

The officers of the Consolidated Plate Glass Co. of Canada, Ltd., are :

President.—W. R. Hobbs.

Vice-President and Managing Director. —J. W. Hobbs.

Secretary-Treasurer.—J. F. Wilson.

At the new Toronto office and factory some 78 men are employed, this number including the office staff and the traveling salesmen. The salesmen at present traveling out of Toronto, are A. J. Graber, J. C. Towers, F. G. Sharpe and A. J. Morley.

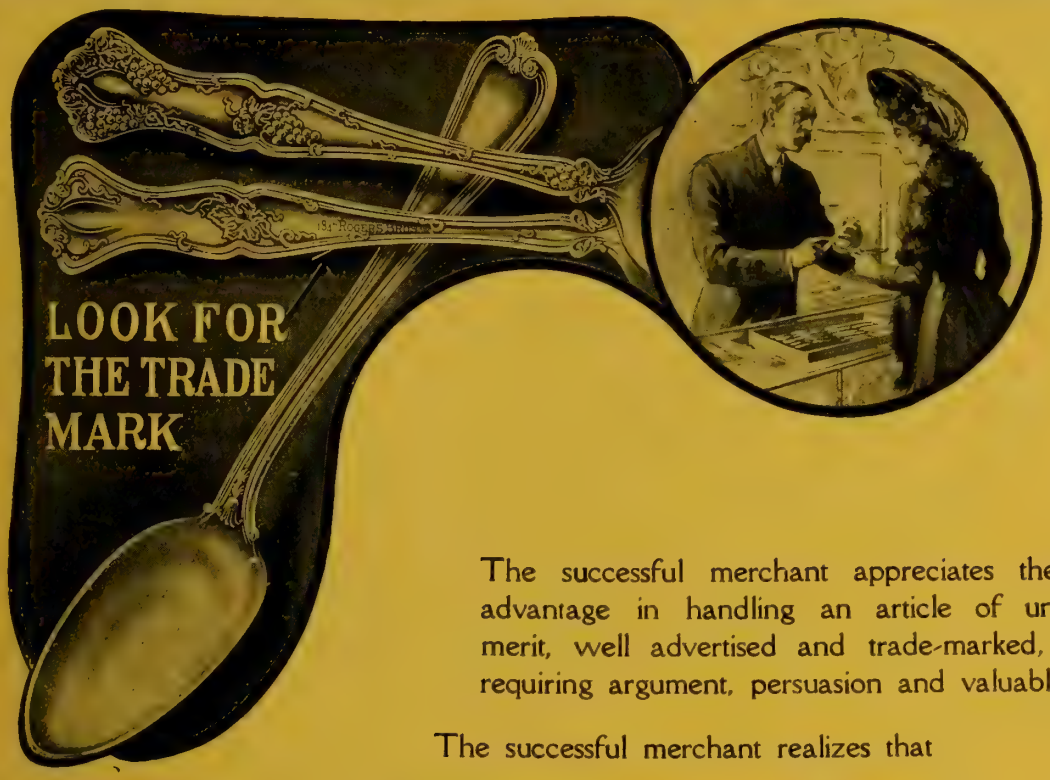
In addition to the Toronto office, the company have branches at Montreal and Winnipeg. The building at Winnipeg is equally as large as the new structure here, and a new warehouse of large proportions is in course of construction there, an evidence of the rapid growth of the western business of the firm. Manufacturing is done in both branches.—Advt.



In the silvering department—More equipment is to be installed when time permits.



This picture shows a portion of the bev eling department, with the men at work.



Reduce Your Selling Expense

The successful merchant appreciates there is an advantage in handling an article of unquestioned merit, well advertised and trade-marked, over one requiring argument, persuasion and valuable time.

The successful merchant realizes that

1847 ROGERS BROS. MERIDEN B.COMPANY **X S TRIPLE**

is the kind that gives lasting satisfaction, saves valuable time and talk: no need to convince the customer.

Over five hundred publications throughout the country carry our advertisements. Millions of readers recognize the "1847 Girl," and when they see her they also remember

1847 ROGERS BROS. MERIDEN B.COMPANY **X S TRIPLE**

Our Publicity Campaign helps us, and it will help you also if you stock and carry

"Silver Plate that Wears"

We have just received a new advertising sign, something different from anything heretofore used. It is called a "Mid-Air" Sign, particularly effective inside a glass show-case. We have other Counter Signs that produce results. If you are interested, stock and carry "Silver Plate that Wears," write to us, send your name and address, and we will gladly send you samples of our Counter Advertising Signs.



MERIDEN BRITANNIA CO.
HAMILTON, CANADA

Prestige that *Pays*

LOOK AHEAD

Your hold on trade depends on your customers' confidence in your word and your stock. Few of your customers can accurately judge the quality of Silverware; they buy on faith in the maker's name, or on your endorsement.

You win confidence and earn prestige when you sell

1847 ROGERS BROS. MERIDEN BRITANNIA COMPANY **X S TRIPLE**

"Silver Plate that Wears"

There are other

"ROGERS"

and various makes of Silverware which are claimed to be "just as good" as

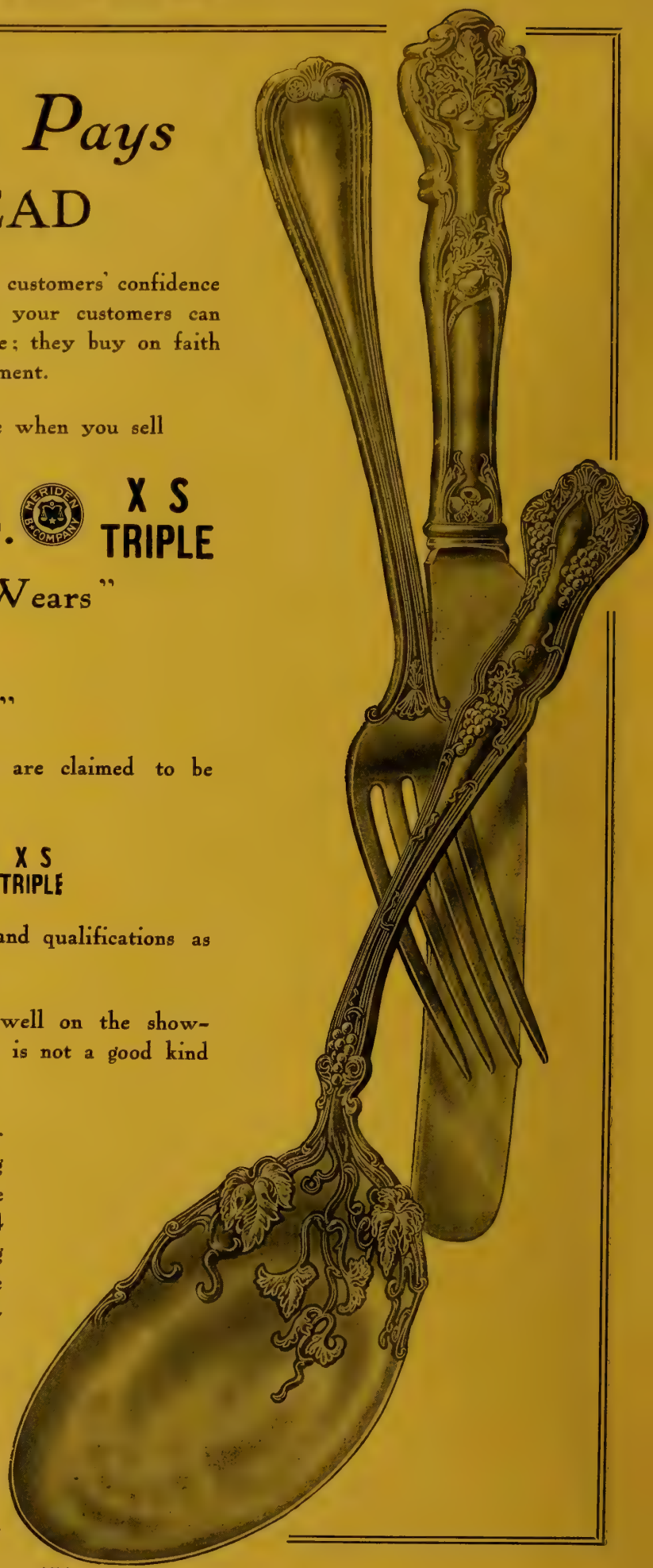
1847 ROGERS BROS. MERIDEN BRITANNIA COMPANY **X S TRIPLE**

but like all imitations lack the beauty and qualifications as identified with the original and genuine.

The kind of Silverware that looks well on the showcase, but that will not stand daily service, is not a good kind to buy, nor a good kind to sell.

No brand of Silverplate has ever achieved, formed or established the wearing quality reputation of that originated by the ROGERS BROS. in 1847. For 64 years it has been proving its wearing qualities. To-day it is recognized as the Standard in Silverplate; the heaviest Triple-plated Silverware obtainable.

MERIDEN BRITANNIA CO.
HAMILTON, CANADA



How White Lead is Made

This is the third of a series of views of the interior of our works.



Send for our booklet "A Talk About White Lead Paint." You'll find it interesting.

Uncovering the stack after four months' corrosion, showing the buckles converted into White Lead.

We take no haphazard chances that all will be well. Four months is given to perfect the corrosion.

WHEN YOU ARE IN THE MARKET FOR WHITE LEAD IT WILL PAY YOU TO WRITE FOR PRICES AND PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN THE DOMINION OF CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

The ML Paint Plan Makes More Money for Paint Dealers

M-L Paint

A great assortment of shades perfectly mixed and ready for use by any buyer. Best protection, easiest applied, least troublesome for your customer. He "does a good job" and your sales get the benefit. Extra large covering capacity.

ML
ML
ML
ML
ML
ML

M-L Floorglaze

A heel-proof, water resisting floor finish that may also be used as a self-varnishing outdoor paint. Double service—double sales—double profit. The kind that we advertise so largely.

ML
ML
ML
ML
ML
ML

M-L Elastilite

Free flowing scratch-proof flexible varnish of high lustre—saves the troubles of ordinary varnishing. Best and easiest way to protect your customer who wants a fine job. Carry this advertised line.

WRITE FOR PRICE LISTS, SAMPLES, SHADES AND OUR DEALER PROPOSITION

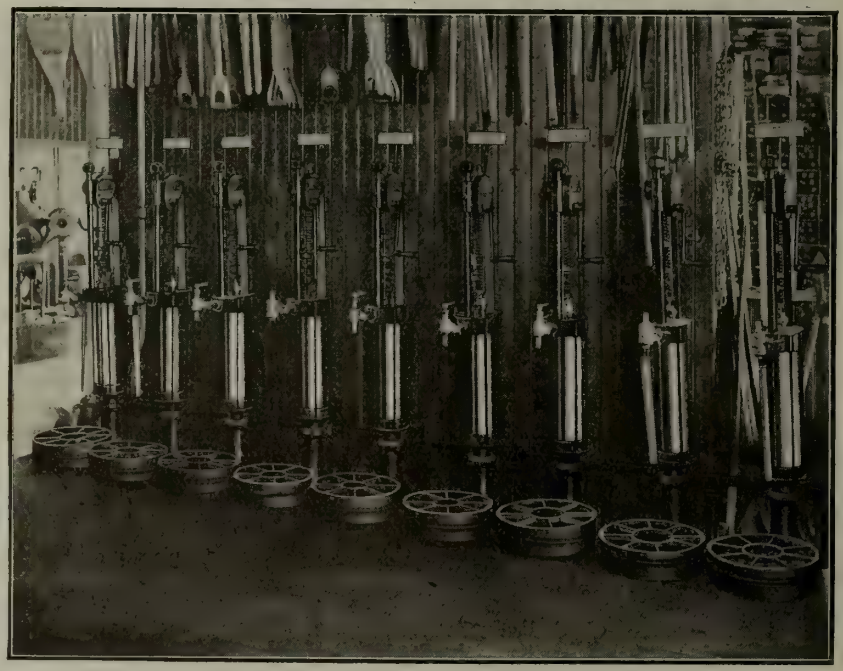
Imperial Varnish & Color Co., Limited

108 PRINCESS STREET WINNIPEG — 6-24 MORSE ST., TORONTO — 524 BEATTY STREET VANCOUVER, B C.

This cut was reproduced from a photograph of a Bowser System installed for

Manville Hardware Co., Prince Albert, Sask.

Ask the Bowser users.



This system handles

Raw Linseed
Boiled Linseed
Turpentine
Gas Engine Oil
Cylinder Oil
Floor Oil
Machine No. 1
Machine No. 2
Coal Oil

with profit to the owner.

The Way to Get More Profit on Paint Oils.

Look at the **barrels, faucets, measures, funnels and floors** if you want to see where a goodly share of your oil profit goes to. You can save every cent of this loss by using a Bowser System. It measures the oil directly into the customer's can. **No Measures nor Funnels.**

You can buy one pump and tank or a dozen. Just suit your own needs. You can try out only one at first. The price is reasonable. They protect you from fire and save their cost. Ask for FREE book No. 1 N.

S. F. BOWSER & CO., LTD., 66-68 Fraser Ave., TORONTO

To The Dealer Who Never Sleeps.

NOTE THESE FOUR SPECIALTIES

No-Rubb Flat Varnish.

THIS Varnish, when applied over a glossy surface, will produce a dull, flat finish, or will leave the same finish when applied over a dull surface. There is a growing demand for it for use on woodwork in conjunction with the new Flat Finishes for Walls. All live dealers are stocking it. Write for prices.

Concrete Cement Coating.

A Water Proof and Acid Proof coating for Cement Walls and Cement Floors. Produces a smooth, lasting surface which is very easily cleaned.

Absolutely the right Firstcoater for Sign Writing on Cement Walls.

Prices and samples on application.

PAINTS · VARNISHES
BRAND OF
SUPREME
QUALITY
REGISTERED
ENAMELS & DRY COLORS

Standard Dry Colors.

that are a little better.

WE have a perfectly equipped department and expert color makers. Our Colors are very superior and are used by the most discriminating firms and the closest buyers all over Canada. We can give you Colors that are just a little better at the right prices. Let us send you samples and quotations.

Fire Proof Elastic Paint.

A positive Weather Proof and Fire Resisting Paint. It is absolutely the best preservative for either wood or iron. It is easily applied and forms a strictly weather and water proof coating. It is the Best Paint Made for either Iron or Composition Roofs.

Write us for prices.

The Standard Paint and Varnish Company, Limited

WINDSOR, ONTARIO, CANADA.

WESTERN DISTRIBUTORS

The Carbon Oil Works, Limited

WINNIPEG, MANITOBA, CANADA.

THE TEST OF TIME

These lines mean profit and reputation for you

Your profit depends on your volume of business—your volume of business on the quality of the goods you sell. It's a wise business saying which runs: "Sell goods you **know** you can guarantee." It's a sure road to success—the way of "International Products."

TRADE ELASTICA MARK

"Elastica" Floor Finish is the one perfect finish. It means satisfaction, a beautiful lasting finish on floors. "Elastica" is so tough, nothing mars it. Heels, scraping chairs, castors, leave no marks. And it is waterproof, never turns white or cracks. Be sure of the trade mark—no other is genuine.

TRADE MARK LACQUERET HOUSEHOLD LACQUER

"Lacqueret" is the Household Lacquer. It posesses exquisite color richness, wears surprisingly, and is easily applied. "Lacqueret" is the right thing for renewing dull and lustreless furniture, the marred chair, the scratched table, etc. It has a place in every household. How about the homes in your neighborhood?

TRADE MARK. FLATTINE

"Flattine" Finish produces an even, full dead or flat appearance **without the labor and expense of rubbing.** It gives a beautiful dull tone over varnish or new work, and is very tough and durable—does not mar or scratch white.

TRADE KLEARTONE MARK

"Kleartone" Stains (Acid or Oil) are the acme of perfection in wood stains. They produce effects it has hitherto been unable to accomplish. "Kleartone" Stains are easily applied, and for depth, clearness and tone are unparalleled.

Satinette

"Satinette" White Enamel never turns yellow. The beautiful interior finish of many of the first hotels, public buildings, hospitals and private homes testify to the superiority of "Satinette." Satinette is made for both interior and exterior work.

N.B.—All International Varnish Products are sold in full Imperial measure cans.

You should know all International Varnish Products. The same high, unvarying excellence stamps them all.

Western orders can be filled at our Western Warehouse, 128 Princess Street, Winnipeg.

INTERNATIONAL VARNISH CO. LIMITED TORONTO, WINNIPEG.

Canadian Factory of Standard Varnish Works, 2568 New York, Chicago, London, Berlin, Brussels, Melbourne

KLEARTONE STAINS ACID OIL

INTERNATIONAL VARNISH CO. LIMITED

SATINETTE ENAMEL THE PERFECT FINISH

THE LINE OF PROVEN QUALITY

You can add to your reputation and profit and safeguard the interests of your business by a careful selection of the paints you handle.

A good honest brand with 76 years' reputation behind it, and a worth-while profit in the selling, is the "Minerva" Line.

MINERVA PAINTS

contain the highest grade of ingredients that can be procured. They are ground and mixed in an up-to-date and thoroughly-equipped plant, they cover well, look good and wear best.



We always co-operate with the dealer in every possible way and help create a demand for "Minerva" Brand by employing extensive and forceful consumer advertising.

Get in touch with us today. We can show you conclusively why you ought to handle "Minerva" Brand.

PINCHIN, JOHNSON & CO.
(Canada), Limited,

377-387 Carlaw Avenue,
TORONTO, , , CANADA

Established in England in 1834

ZINC SPELTER

Prime Western and European

BEST BRANDS

You will save money by enquiring from

"The Metals House"

A. C. LESLIE & CO., LIMITED
MONTREAL

BRUSHES

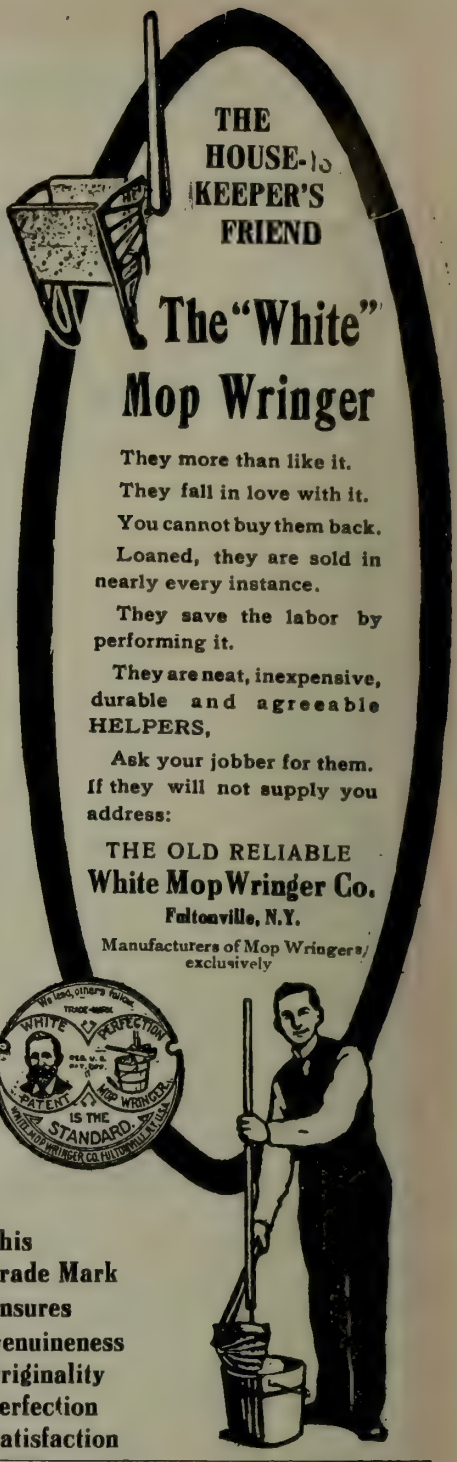
We are the largest Brush Jobbers in Canada.
We give you VALUE IN:—

Paint Brushes
Varnish Brushes
Paper Hangers' Brushes
Kalsomine Brushes
Artists' Brushes
Horse Brushes
Scrub Brushes, and
Floor Brushes.

WE CARRY A BRUSH FOR EVERYTHING.

G. F. STEPHENS & CO.

Limited
WINNIPEG - - - CANADA
Branch at Calgary, Alta.



This
Trade Mark
Ensures
Genuineness
Originality
Perfection
Satisfaction



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

FROM STOCK OR DIRECT IMPORT DELIVERY

Red S Brand

Window Glass

PLATE, WINDOW, FIGURED, STAINED, WIRED,
BENT, MIRROR AND ORNAMENTED GLASS.

MIRROR PLATE MAKERS TO THE TRADE



GLASS BENDERS TO THE TRADE

The Toronto Plate Glass Importing Co., Ltd.

(HILL & RUTHERFORD, Managing Directors)

Works: Don Roadway, TORONTO

DEAL

watch

SATURDAY

Issue of August 26th---containing the opening gun ever inaugurated---

A CENTER DOUBLE

The $7,200 Which This

is being spent to educate the great Canadian and Long Life White Enamel, and other P. & L. Products. be a powerful force in removing P. & L. Products of the opportunity.

"61" Floor Varnish

300 per cent. increase in sales in 3 years! Were you one of the dealers who sold it?

Write Now For Our

PRATT &

VARNISH MAK

24 COURTWRIGHT ST.,

FACT

BRIDGEB

LONDON PARIS HAMBURG

E R S!

for the

EVENING POST

in the greatest general varnish advertising campaign

SPREAD (2 Pages)

Advertisement Costs

American public on the advantages of Vitralite, The
This advertisement and many others to follow will
from the shelves of the dealers who take advantage

Vitralite

The Long-Life White Enamel

We are going to make a bigger sales increase with Vitralite! Are you going to be one of the dealers to take the profits?

Dealers' Proposition

LAMBERT-Inc.

ERS 62 YEARS

BRIDGEBURG, ONTARIO

ORIES:

URG, CAN.

NEW YORK BUFFALO CHICAGO

Pure Gum Spirits of Turpentine

Second Run Turpentine

Japanese Raw or Boiled Oil

SOUTHERN STATES TURPENTINE CO.

Montreal Office and Warehouse—De L'Epee Ave. and C.P.R. Tracks.
Toronto Office—101 Victoria St. Warehouse—Brock Ave.
Main Office—Cleveland, Ohio

P.S.—Correspondence solicited. Prices, as well as samples, sent on approval. If it is Price, Quality and Service you look to when placing your orders, you should be looking to us to fill them.

Carbon Black Elastic Paint

A SPECIAL ROOF PAINT
LEAK PROOF AND FIRE RETARDENT

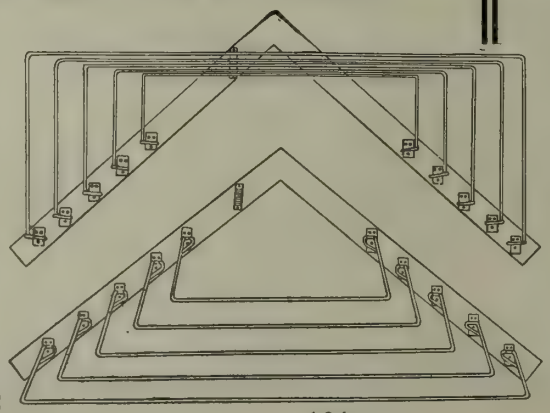
Can be put on Felt, Tar-paper, Gunnysack, Shingles, Metal or any other material.
Will not Crack in Winter or Melt in Summer.
A most popular article that shows good profits to the merchant.
Write and we will send our traveller.
Stocks on hand at Calgary, Saskatoon, Edmonton, Vancouver and Toronto.

The Carbon Oil Works, Ltd.

HEAD OFFICE - WINNIPEG, CANADA
Manufacturers of C.O.W.L. BRAND Paints, Stains,
"Waxoils," and other Oils-of-Tar Specialties,
WINNIPEG .:. .:. .:. CANADA

FOR DRYING CLOTHES

NOTHING has yet been designed which is so satisfactory as this convenient clothes rack. It is so constructed as to take up the minimum space while affording the maximum drying area (19ft.) and is strongly made of hardwood and bent steel. It is retailed at ***$1.25,*** and sold to you at ***$9.00*** per doz.



Modern Machinery Co.
SARNIA, ONT.

THE CANADA PAINT Co.'S

No. 1 BLACK JAPAN

A quick, air-drying Black Japan. Very popular for foundries, machinery and smoke-stacks. Also for underground gas and water pipes. Useful for marine, boiler, girder, and iron work generally.

A handy Black Japan for Tinsmiths, Plumbers and Manufacturers of Stoves and Heating Apparatus.

THE CANADA PAINT CO. LIMITED
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

Is there a Sherwin-Williams Agency in your town?



The big Sherwin-Williams Fall Advertising Campaign will begin September 1st. Each year this campaign becomes bigger and better, and Sherwin-Williams Agents find an increasing demand for Sherwin-Williams products. New customers are created through the strong, wide-spread advertising, and old customers return for S-W finishes year after year. It's these repeat orders that count and only quality merchandise brings them. It takes advertising and salesmanship to sell the first order, but only quality can make the repeat sale. Sherwin-Williams quality has built up the largest paint and varnish business in the world

This Fall our advertising will include the leading magazines and the best farm papers, railway bulletin boards, attractive barn and fence signs, window trims and well printed store advertising and literature. Then there is our system of personal letters to property owners in each community, all mentioning the local Agent's name. These are all links in the powerful chain of co-operation with which we surround each Agency. You will find that the S-W Agency not only increases your sales of paint and varnish, but will stimulate the sales in every other department in your store.



If some one else gets the Agency in your territory before you do, your opportunity will be gone. Better write for the proposition and secure the Agency now. The inquiry involves you in no obligations.

THE SHERWIN-WILLIAMS CO.
(of Canada, Limited)
PAINT, VARNISH AND COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER
LONDON, ENG.

Do not fail to call at our Exhibit at the Canadian National Exhibition, Toronto, and see our varied display of

BOECKH'

"Steel Grip" Painters' Brushes
Household Brushes
Factory Brushes
Stable Brushes and
Carpet Brooms,
Woodenware, Etc.

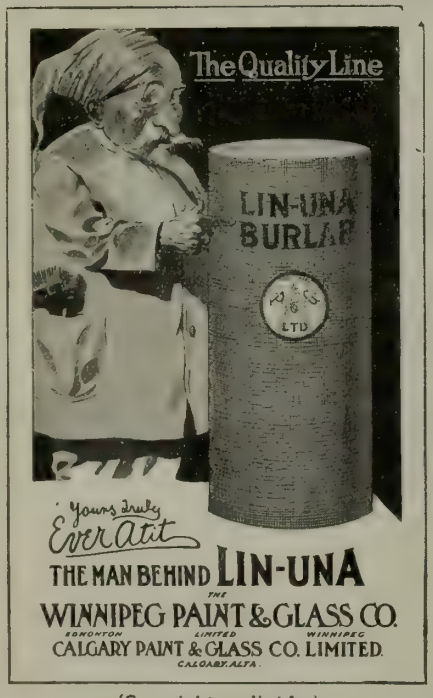
The latest designs in all kinds of Brushes will be shown—among them lines that will interest you.

WATCH FOR THE SIGN with this Trade Mark.

NOTE THE LOCATION.—South aisle of the Process Building, almost opposite the South Entrance.

BOECKH TRADE MARK ESTD 1856 TORONTO

THE BOECKH BROS. COMPANY, LTD.
TORONTO, CANADA



(Copyright applied for)

Wherever you see a busy man think of
Ever Atit

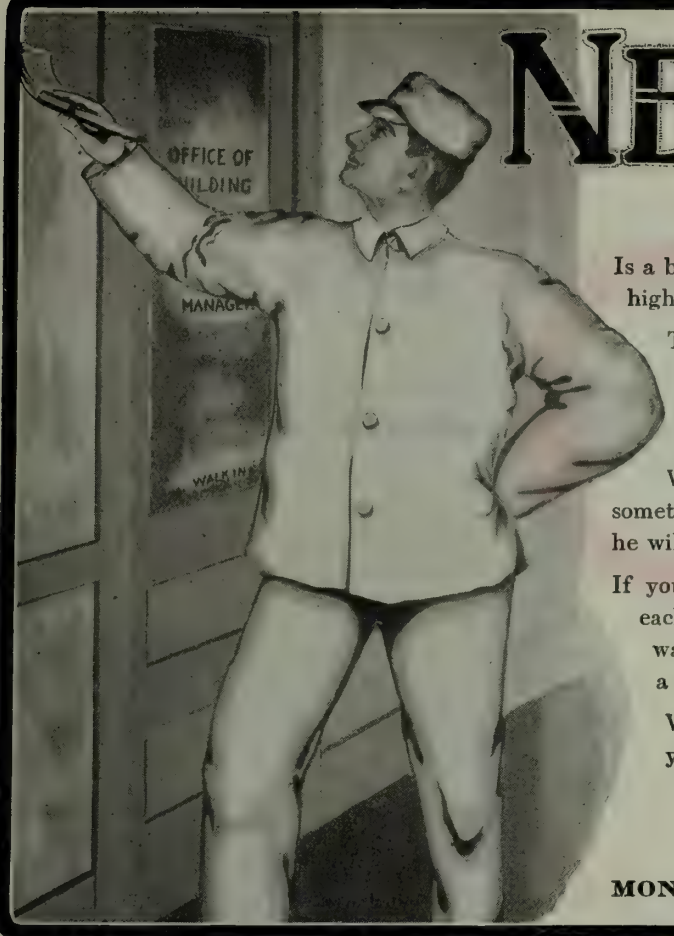
LIN-UNA and BAS-KA-NO BURLAP

THE QUALITY LINE

Are essentially and admirably adapted for their original purpose, that of beautifying the Walls of Mansions, Public Halls, Hotels, Clubs, Theatres, etc., and are being extensively used for this purpose. The colors are rich in tone, selected by competent artists and are as fast to light as can be obtained by modern methods and scientific dyeing. The cloth is specially made for the requirements of the trade, is shrunk in the process, and is despatched out to a perfect edge for butting or joining; and no effort is spared to produce everything of the best workmanship.

None genuine unless LIN-UNA is on the roll. Write for samples and prices.

THE WINNIPEG PAINT AND GLASS Co LTD
EVERYTHING FOR A BUILDING



NEU-TONE

An Artistic, Flat, Washable, Wall Finish.

Is a bonanza for the paint dealer; it opens an entirely new and highly profitable field for the paint store.

The out-of-date custom of finishing walls with Kalsomine or Wallpaper leaves little chance for profit to the dealer, in addition the non-permanent qualities of these finishes unjustly reflect discredit on the dealer who sells them.

When a man finishes his walls he expects them to last for sometime; naturally at the first appearance of spots or mars he will censure the dealer.

If you carry Neu-tone there will be satisfaction resulting from each sale when your customers see the ease with which their walls can be cleaned with soap and water. It's a big seller, and a sure repeater. The profits are steady.

We have a Neu-tone proposition open for you. Just advise us your name and address — we will tell you the rest.

The Martin-Senour Co., Limited

Pioneers of Pure Paint

MONTREAL **CHICAGO**

SINCE YOU HAVE BEEN IN BUSINESS

You have probably handled, at certain times, goods which have not given satisfaction to your customers. The goods were bought by you in good faith, but were not what you expected them to be. You must have felt at those times the harm that this caused you.

There is no line in which you have to be so careful as in Varnishes. Poor varnishes cause trouble and annoyance to the user every time and are a very bad investment.

There is only one way to be sure of your customers getting good service in the Varnish line and that is by recommending **DOUGALL VARNISH.**

It will bring you increased business and assure your customers of your intention to do what is right by them.

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL - - - CANADA

Associated with Murphy Varnish Co., U.S.A.

QUALITY FIRST





EVERY DEALER—

Those of you who handle Ramsay's Paints in the full line know well that it always has been quality first. Doubtless you are astonished sometimes that we are able to give you such high quality for such a small price, and when you figure the high cost of Oil and Turpentine, with even the tins advancing, you may well wonder; but it is always along those lines we work, and quality first.

Those of you who do not handle the full line perhaps wonder why you do not.

Every line of Ramsay s Paints and Ramsay's Varnishes is a money-maker for the dealer. Why? because he gets the quality and the price. There never was a time when a dealer could not make money out of Ramsay's Paints and Ramsay's Varnishes. Known to consumers for seventy years, there is a reputation behind the goods, and the sons to-day are using the brands their fathers used before them.

Since 1842 Ramsay's Paints have been made in Canada for Canadian homes through Canadian Dealers. Made right, at the right price.

Any dealer who wishes to know the paint line should know the Ramsay Line, and he is welcome to our complete catalogue showing all classes of money-makers whether he buys or not.

EST'D 1842

A. Ramsay & Son Co.
MONTREAL

THE PAINT MAKERS

RAMSAY'S PAINTS

Prepared Decorative Burlaps

AN UNEXCELLED WALL COVERING

WHICH IS

ECONOMICAL——DURABLE——SANITARY

Supplied in widths of 30, 36, 45, 54, 72 and 90 inches. Length of rolls, 30 yards.

ALL STANDARD COLORS.

HARDWARE DEALERS have found our Burlaps to be a very profitable line, easy to handle, quick-moving and in demand all the year round.

If YOU have not handled them, it is to your interest to write us immediately for samples and prices.

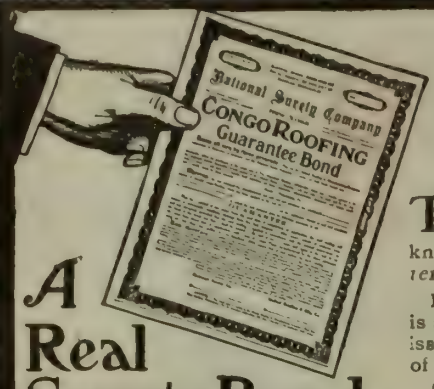
DYED BURLAPS—We can supply this line in three shades, viz., **CRIMSON, GREEN** and **BROWN,** in widths of 36 and 72 inches. Length of rolls, 25 yards or 50 yards.

SAMPLES and PAMPHLET, giving prices and useful information concerning them, will be sent on request.

MANUFACTURED BY

THE DOMINION OIL CLOTH CO., LIMITED

MONTREAL



A Real Surety Bond

CONGO ROOFING

THE owner of a building covered with Congo has the satisfaction of knowing that his roof *is guaranteed for ten years.*

In each roll of Congo 2 ply and 3 ply is a *genuine legally binding Surety Bond* issued by the National Surety Company of New York.

This year we will guarantee thousands of roofs to *last till 1921.*

Guaranteed Until 1921

Of course we are not going to lose—we are offering a sure thing. We know Congo will last *more* than ten years One thing the guarantee forces upon us: it makes us extremely careful in manufacturing.

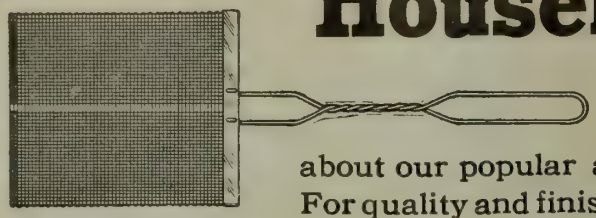
We provide, free of charge, *galvanized* iron caps, which are rust proof and will last as long as the roofing.

Send for free copy of our Guarantee Bond, a sample of Congo Roofing and further information.

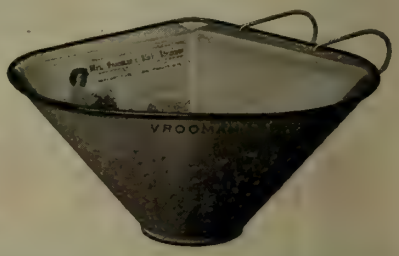
UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

Household Necessities

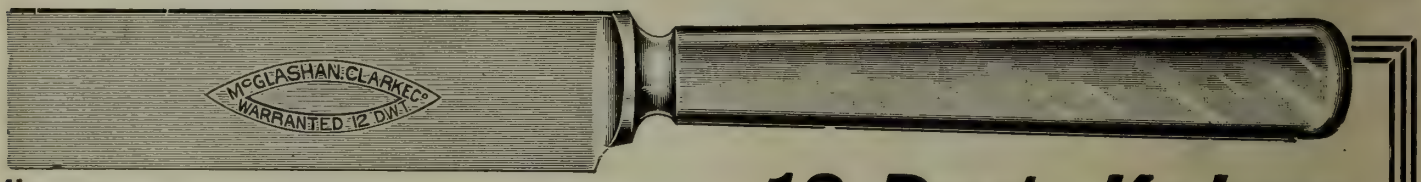


Don't place your next order for Kitchenware until you know about our popular and profitable line. For quality and finish it has no rival on the market and the demand for it makes it the best to handle.



WRITE FOR PARTICULARS.

Andrews Wire Works of Canada, Ltd., WATFORD, ONT. ROCKFORD, ILL.



The McGlashan, Clarke 12 Dwt. Knives

are made of the best Crucible Steel, finished by methods developed during years of successful manufacture, plated with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our guarantee. **Write for catalogue of quick-selling specialties.**

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS: J. Mackay Rose, 88 McGill St, Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man.

THE LINE OF SUSTAINED PROFIT!

Quality Builds Reputation, and Quality Sustains it! For 85 years

HEINISCH

SOLD BY ALL JOBBERS

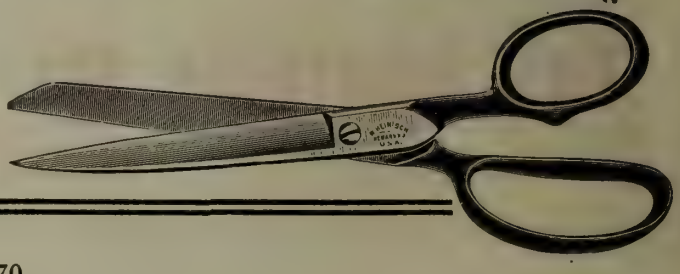
SHEARS

have set a standard of the highest quality; they are goods that are a pleasure and profit to handle.

No more complaints for the dealer who sells HEINISCH GOODS!

TAILORS' SHEARS, TRIMMERS, TINNER SNIPS, SCISSORS

R. HEINISCH'S SONS CO., Newark, N.J., U.S.A.



XCELLS NINE LIVES

XCELL, REGULAR—Gray Carton—for TELEPHONE and all other kind of OPEN CIRCUIT SERVICE.

XCELL, IGNITORS—Red Cartons—for SEVEREST IGNITION WORK—especially constructed for this service.

LOOK at the SPRING CONNECTORS, SOLDERED to the Carbon and Zinc Electrodes, MAKING LOOSE CONNECTIONS IMPOSSIBLE.

EXCLUSIVELY adopted by the BELL TELEPHONE CO., four hundred other Telephone Companies, the LEADING Electrical houses, the LARGEST Automobile and Motor-boat Supply Firms, the BEST Engine Builders and Dealers and the BIGGEST Hardware Firms.

OUR GOODS ARE SOLD ON THEIR MERITS.

Every Cell we Sell is Guaranteed.

MONEY BACK IF NOT SATISFIED.



Patent Applied for. Registered.

Electric FLASHLIGHTS and NOVELTIES





Made by us of HIGHEST QUALITY. Write for Prices and Catalogue.



MINIATURE LAMPS FOR FLASHLIGHT.

All Styles. All Voltages.



Carbon—Tungsten—Osram Lamps. NO TRUST.

Our DRY CELLS give a Spark as Hot as the Fire of Vesuvius.

Our FLASHLIGHT BATTERIES ARE GUARANTEED on the Shelf and in Service.

Our MINIATURE TUNGSTEN LAMPS give a Light as Bright as the Sun.

CANADIAN CARBON CO., Limited

FACTORIES { TORONTO: 12-14-16 Shuter St.
WINNIPEG: Irish and Bury Ave.

Order from your jobber. If not obtainable write nearest factory.



THE MOORE LINE

of Paints and Varnishes is a line of real quality goods that you can handle with satisfaction and profit.

Only the very best quality of raw materials are used in the manufacture of MOORE products, and the greatest care, highest skill, and most up-to-date methods are employed throughout the various processes.

Here are some of our leaders—each of them a guaranteed trade winner.

MURESCO	The best wall finish.
HOUSE COLORS	Ready for use.
FLOOR PAINT	Dries hard over night.
MOORAMEL	A perfect flowing enamel.
TILE-LIKE	Varnish and stain combined.
SANI-ELAT	A flat oil paint.

Write for Prices and and Color Cards

Benjamin Moore & Co., Limited

West Toronto New York Cleveland Chicago



The "Peerless" Hanger, No. 1719.

Looking Ahead!

The winter will be upon us before we realize it, and you can best ensure your customers' comfort by selling them

SCHROEDER'S

PATENT

"Peerless" Hangers and Fasteners



No. 1717
"Peerless" Hanger



Showing the convenience of the "Peerless"

Any person can hang a "Peerless" Storm Sash or Screen without the use of a ladder, nails, screws, or tools. When Storm Sash or Screen is hung with "Peerless" Hangers they stay where they have been placed and cannot rattle or be blown off. The "Peerless" fastener holds the sash rigidly when required for ventilating and cleaning and cannot accidentally be displaced.

Ask you jobber for "PEERLESS" Hangers and Fasteners; if he cannot supply you write us direct.

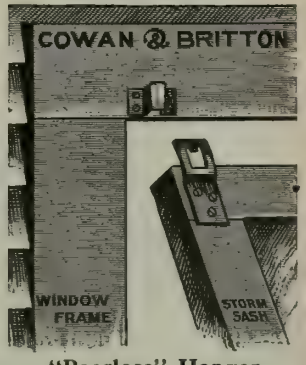
When selling

Butt Hinges

and

Builders' Hardware

You do not need to antagonize your customer by offering him inferior goods. Our goods are the best quality you can buy, and our large output enables us to produce at a most reasonable price. See to your stocks. Cowan & Britton's goods cost no more than inferior articles.



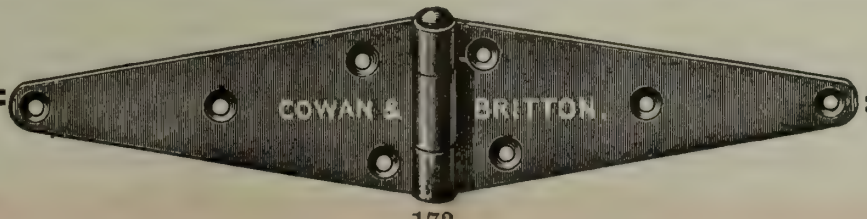
"Peerless" Hanger Applied

COWAN & BRITTON

(ESTABLISHED 1861.)

Gananoque, Ont.

Canada's Oldest and Largest Manufacturers of Hinges and Builders' Hardware





OUR NEW FACTORY

The Factory

Our New Factory is equipped with all the most modern appliances and machinery for manufacturing

Babbitt Metals

suiting all reqirements.



W. G. HARRIS
General Manager

The Man

Being in touch with the requirements of the trade for many years, saw the great necessity for a BABBITT METAL that would give first-class results on all general machinery bearings, spent years investigating, experimenting and testing, the outcome being the invention of

HARRIS HEAVY PRESSURE.



HARRIS HEAVY PRESSURE
The BABBITT METAL without a fault.

The Metal

Harris Heavy Pressure Bearing Metal is acknowledged by engineers as the best Babbitt Metal for all general machinery bearings.

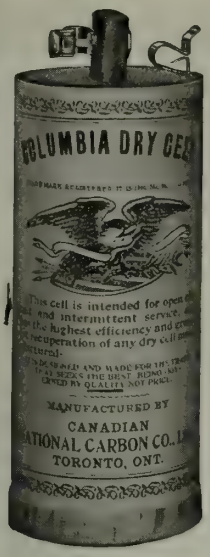
ITS SPOTLESS REPUTATION EXTENDS FROM COAST TO COAST

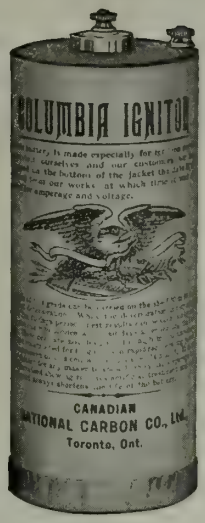
It positively eliminates friction. It runs cool at any speed and does not shrink.

HARDWAREMEN find it a profitable line to stock. It gives perfect satisfaction to the user and brings repeat orders.

WRITE FOR PRICES

The CANADA METAL CO., Limited, Fraser Ave., TORONTO





Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used these will be always used. For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

"DEAD BIRD"

IS A FAMILIAR SOUND TO SHOOTERS OF

Cogswell & Harrison Loaded Shells



Sportsmen appreciate their *Strong Shooting and Reliability.* They know that these shells *never fail* to shoot up to the full strength of the load used. Their reputation and high standing with sportsmen has been won by consistent performance for over a quarter century.

LOADED WITH

Black Powder and Common Shot and Smokeless Powder and Chilled Shot

12, 16 and 20 Gauge

Smokeless Shells are loaded with the celebrated Vicmas Smokeless Powder, and are especially made to work in American Repeating or Pump Guns. The heads are reinforced, making them doubly secure, a feature possessed only by COGSWELL & HARRISON SMOKELESS SHELLS.



FURNISHED IN THE FOLLOWING BRANDS

ARDIT—Black Powder Shell
KONOR—Smokeless Powder Shell.

Wholesale Distributors
LEWIS BROS., Limited, - - - Montreal

NEW EXCELTOR } Smokeless
NITRO—Steel Lined } Powder Shells

Wholesale Distributors
McLENNAN, McFEELY & CO., Ltd., Vancouver

T. MOORE & SON, CANADIAN AGENTS, MONTREAL

BIG MONEY FOR AGENTS

LEEKNOTT
and
SANKOTE
ROOFING

When deciding the question of what brands of roofing you are going to handle, you will naturally choose those which combine the highest quality with the largest margin of profit. This is really just another way of saying that, after examining the claims of the various competing brands, you will choose "LEEKNOTT" and "SANKOTE."

"LEEKNOTT" Roofing is made from the finest long fibre wool felt—thoroughly saturated with genuine Trinidad Lake Asphalt and lasts longer, at less cost per year, than any other kind of roofing.

"SANKOTE" asphalt roofing is made for Canadian climatic conditions, is everlastingly waterproof and is made with sand-coated surface.

We greatly assist you in the selling of "LEEKNOTT" and "SANKOTE," supplying you with a series of strong, forceful "business-getting" letters, folders, booklets and samples, and also with the selling help of the salesmen on the ground.

Write us for details.

Canadian Supply Co., 220 King St. W., TORONTO

This Wrench Sells Itself



"I am the

Cochran Pipe Wrench

and I speak for myself—good, strong selling points, too. Look at the bend in the hook of my jaw—see how strongly it is reinforced? Powerful grip, with a quick get-away. I never lock or crush a pipe—guarantee not to.

"And here is one of the secrets of my success that users can see without your telling them—that rocker bearing that takes the strain which in ordinary wrenches is thrust upon the helpless little frame pin. Any wonder I would win out?

"Frame and Handle one solid piece

No small parts to keep together; nut longer than on other pipe wrenches, reduces strain on threads. Cannot bind and gravity alone brings instant release."

"You can give a side twist or a sudden jerk and you make no more impression on this rocker feature of mine than Jeff did on——but let me send you the binding guarantee given by my backers—it gives you absolute protection."

Send us a trial order, and a ten-day trial will convince you that the **Cochran Pipe Wrench** sells itself. The progressive workman demands this up-to-date tool, as he cannot let competitors get them before he does and beat him out—and a word to the wise is sufficient.

Cochran Pipe Wrench Mfg. Co.

CHICAGO, ILL.

CANADIAN BRANCH: 70 GEORGE STREET, OTTAWA, ONT.

The Goods That Have Made Good
Because They are Well Made.



Exhibit at the Ontario Retail Hardware Association Convention

Write for latest Price List. Just Issued.
Factory and Head Office, - - ST. MARYS, ONT.
Branches, Montreal and Winnipeg.

Quality talks

and talks so forcibly when dealing with axe handles that you can afford to sell none other but

STILL'S

AXE HANDLES

the "quality" handles

You will find them uniformly finished, well balanced and well shaped, and we guarantee that only the most carefully selected and seasoned timber is used in their manufacture.

Write for Prices.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONTARIO

The Anthony FENCE

is made of the best galvanized all No. 9 hard steel and coiled line wire. The knot leaves no short kink in the hard line wire.



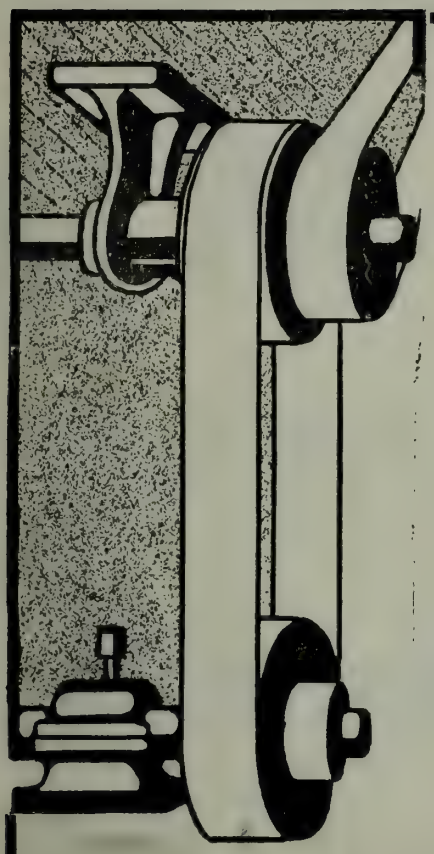
The Anthony Fence does not curl up at the bottom, will lie flat on the ground when unrolled, and stand up straight when erected.
It is the neatest, strongest and best wire fence made in Canada.

FULL DETAILS ON APPLICATION.

THE STRONGEST TIE ON EARTH



THE ANTHONY WIRE FENCE CO.
LIMITED
WALKERVILLE, ONTARIO



"AMPHIBIA"

WATERPROOF

THRESHER BELTING

Is a Very Good Line to Handle Just Now

There is no belting just like it. There is no thresher belting which will give the same satisfaction as this.

It is specially made to stand every kind of hard wear, and it is just as good when wet as it is when dry; in fact it thrives on wet weather.

None but the very finest of first-class oak waterproof leather is used in its manufacture, and we positively guarantee that it will not come apart when wet.

There are many imitations of **Amphibia Thresher,** but they are none of them anywhere near our product in the matter of quality, and as for prices, you will find ours to compare very favorably with others.

Give your customers belting that will perform the service required of it. The gain will be yours.

You might just as well stock the best, when it costs no more than the inferior kinds.

Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William Street TORONTO, 27 Melinda Street

ST. JOHN, N.B., 89 Prince William Street WINNIPEG, 244 Princess Street VANCOUVER, B.C., 217 Columbia Ave.

THE L. MA

PIONEERS—

1849

an HEADQUAR

LAMP

Medals and Diplomas from International Exhibition, Philadelphia; American Institute; Franklin Institute; Paris Exposition, Etc.

Our Story is

Sixty-two years ago Luther Martin took over the mantown, Philadelphia. Profiting by the wealth of this business, and adding his skill as a manufacturer the country. Instead of America importing Lamp Robert, apt pupil of his father, is now President of The verance, continuous progress and honesty of purpose, Lamp Black, the blackest Lamp Black, the strongest covering capacity, pound for pound, against any other blacks the Bluest Tone made. The mere fact of necessarily the cheapest in initial price per pound, of absolute purity, uniformity and good service has Lamp Black business in the world. Our factory at Eastern trade. Our factories at Johnsonburg and in London, England, handles the European business.

Have we been imitated in name, in brands, in in quality. Imitation is the sincerest form of flattery.

Originators and Sole Manufacturers of the Famous Brands

R TIN CO.

—LEADERS

d

TERS FOR

BLACK

1911

Head Office :
11 Fulton St., N.Y.

Factories :
Philadelphia
Cincinnati } U.S.A.
Johnsonburg

London, England

Canadian Agents :
J. M. Douglas & Co.
MONTREAL
James Hayward
TORONTO

Simply Told

business of Fox, a Lamp Black manufacturer of Ger- one hundred years' experience of the Fox family in and a merchant, he soon led the entire industry of Black, America exported Lamp Black. Luther's son L. Martin Co. This company has by dint of perse- remained headquarters and always will be for pure Lamp Black; Lamp Black with the greatest domestic or foreign—and in the series of tinting having the Best Blacks at a modern price—not but cheapest in final results, added to the assurance forced our growth until we now have the largest Philadelphia, the largest of its kind, supplies the Cincinnati supply the Western trade, and another

style of packages, price lists, etc.? Well, yes, but not

of Old Standard, Eagle, Pyramid and Globe Germantown

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec 4th, 1905

MESSRS. J. W. HARRIS MFG. Co., Ltd
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

"Where Quality Counts"

Our Up-to-date Restaurant Urns



The quality and attractiveness of our URNS have put them in the foremost places in the finest Restaurants and Hotels in the country.

They are guaranteed to be satisfactory and bring the best results.

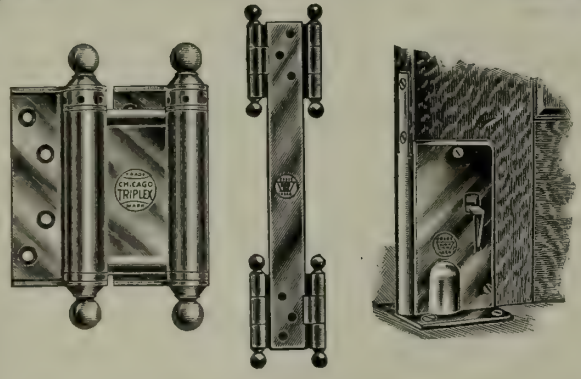
Our URNS are not expensive—you will have a quick seller and a reasonable profit.

Write for our proposition.

THE BUFFALO MFG. COMPANY
Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co.,
28 Toronto St., Toronto

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO TRADE C.S.B. CO MARK **NEW YORK**

Send for Catalogue M 26

A STRONG SERVICEABLE LADDER

Is just what you need in the apple picking season and is easily obtained in this reliable

FAULTLESS LADDER



It is made from clean, kiln-dried, short leaf yellow pine, and equipped with the "Faultless Lock." A bolt under each step and a galvanized steel plate on the ends of every bolt clamped tightly to the sides, eliminates all chance of spreading.

Made 4 to 10 feet high and extra heavy 10 to 16 feet.

A Line that can be Safely Recommended
Write for Catalogue "B"

The Stratford Mfg. Co., Limited
STRATFORD - CANADA



Increased Sales of "Ross" Rifles Will Follow the Wonderful Successes of Canadian Marksmen at Bisley

(*Canadian Associated Press*)

Bisley, Eng., July 22.—The greatest feat ever performed in the history of rifle shooting at Wimbledon, or Bisley, was that performed by Private Clifford, of the 10th Royal Grenadiers, Toronto, this afternoon. On Wednesday last the Canadian marksman won the second most valuable prize of the meeting, the Prince of Wales £100. To-day he added to it the blue ribbon of the meeting, the King's Prize of £250. Never before have these two rich prizes fallen to the same man.

The Bronze Medal awarded the leader at the end of the first stage was won this year by Corporal Trainor, of Toronto. Both marksmen used the Ross Rifle.

Dealers everywhere will see the wisdom of being prepared for increased and increasing sales.

THE ROSS RIFLE CO., Quebec, P.Q.

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass	Building and Sheathing Papers	Metallic Ceilings and Cornices
Window and Leaded Glass	Felt and Asbestos Papers	Metallic Shingles and Sidings
Fancy and Wired Glass	Rubber Roofings and Roofing Papers	Sewer Pipe and Tilings
Mirrors and Bevelled Plates	Nails and Sash Pins	Plasterers' Hair, Sash Bars, Brick
Plasters, Limes and Cements	Putty and Glaziers' Points	Mantels, Grates and Tile.

No order too large or too small. Prompt shipments our specialty. Correspondence Solicited.

Cor. Manitoba and Sixth Avenue

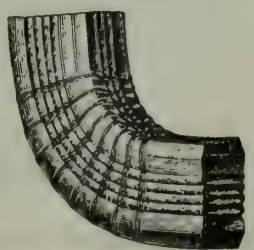
P O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348



Isn't this the Handsomest Pipe you ever saw?



It is something comparatively new in Canada and you have therefore a chance to replace the old styles of pipe with something that is a novelty to your customers and their neighbors. We make it in two sizes, 2⅜ x 3¼ in. and 2¾ x 4¼ in., with elbows and hooks to match. These sizes are equal in capacity to 3 and 4 in. round pipe. Try a sample order and start the ball rolling in your neighborhood.



WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO CANADA

There is Strong Selling Force Your Customers know in House and

So many people now use and enthusiastically recommend MAXWELL Washing Machines, Wringers, Churns, Wheelbarrows, Lawn Mowers and other House and Garden Specialties, that there is scarcely a woman who does not know, by experience or hearsay, that MAXWELL goods give **thorough satisfaction.**

We are advertising them all the time to the buying public—your customers—so that they are constantly reminded of MAXWELL leadership.

We maintain this leadership by keeping, not only up-to-date, but a little ahead. Our different types of washing machines, for instance—high speed hand, water motor and electric—represent the last word in labor-saving efficiency.

The addition of the Food Cutters described below makes the MAXWELL line stronger than ever.

Maxwell Food Cutters



After months of careful work by our designing and testing departments we have perfected a line of FOOD CUTTERS worthy to be offered to the public as MAXWELL'S.

Our long experience in manufacturing house, garden and farm machinery of various kinds, of course gave us a decided advantage when it came to designing a Food Cutter that would cut or mince to any size, cleanly, quickly and with little effort. Our different models, of which we illustrate one, are distinguished by these advantages, as well as by their fine finish and superior quality throughout.

You can sell them with perfect confidence that they will make good, for we have already put them through more severe tests than they are ever likely to meet in use.

David Maxwell & Sons, ST. MARY'S, ONT.

in the very word "MAXWELL" it Stands for "BEST" Garden Specialties

Maxwell's "Favorite" Churn



is recommended by our Agricultural Colleges and Government Inspectors, because it is the finest butter-maker in the world. Its sales in Canada have been for years larger than those of all other makes combined, and it has forced its way into all foreign countries where butter is made.

The roller bearings—hand and foot levers—bolted trunnions—light, strong, rigid, angle-iron base—these are some of the features that make the FAVORITE Churn the favorite that it is.

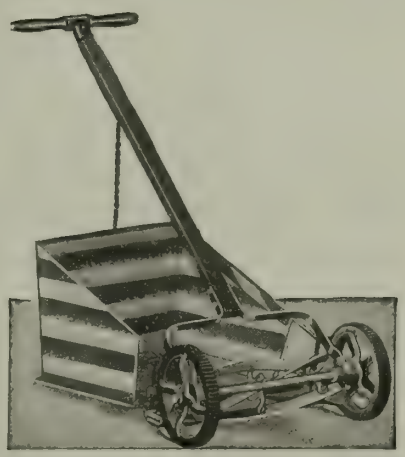
"Champion" High Speed Washer

When we brought it out new last year, Maxwell's CHAMPION was at once recognized, both by dealers and public, as decidedly the best hand washing machine on the market. This year we have put the final touch to it, and we now offer the ideal washer.



The Champion has the largest top opening of any washer. It is the only washer that can be worked with side crank as well as with top lever. The lever and balance wheel are so accurately adjusted, and work up such momentum, that the Champion is the easiest running washer made. Its superiority is so pronounced that you can frequently sell it to those who have washing machines in good condition, but of inferior type.

Maxwell Lawn Mowers



In few things does a man notice so much the difference between good and poor as in the lawn mower he pushes. Sell him a really good lawn mower—a MAXWELL—and you have gone a long way towards winning his confidence and trade.

Maxwell Lawn Mowers are made with cold rolled steel shafts, crucible steel cutter knives, and best material throughout. For smooth, easy running—for close, clean cutting—for long and satisfactory service---you can recommend the Maxwell Lawn Mower every time, and it will make good. Made in sizes from 8 to 22 inches in width, wheels 8 to 11½ inches high, with or without grass cutter attachment.

David Maxwell & Sons, ST. MARY'S, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.

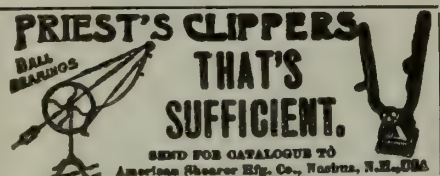


ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



Wiebusch & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

FILTERS.



FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

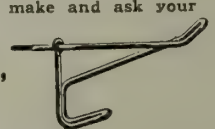
HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

COAT HOOKS.

"When you want Wire Hat & Coat Hooks think of Gold Coin make and ask your Jobber.



JAMES & REID,
Sole Manufacturers
Perth, Ont.

GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
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TORONTO
Eastern Repre.—J. S. Mullen 1749 Park Ave., Montreal, Que
Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.



IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

LAMP BLACK.

L. MARTIN COMPANY
The world's largest manufacturers of
Lampblacks
62 years' reputation behind every package.
See our quarter-page advertisement appearing every alternate issue of "Hardware & Metal."
New York Philadelphia Cincinnati London, Eng.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

JAS. BISSET & CO.
MANUFACTURERS' AGENTS
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Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

The Hilborn Co., Ayr, Ontario.

TRUCKS.

Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc,

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CORBETT FOUNDRY & MACHINE CO.
OWEN SOUND :: ONTARIO

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

MOP-STICKS

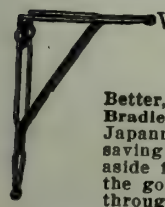
OF DURABILITY
are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.
No. 10 Combination Brush.

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS., - Toronto, Ontario

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

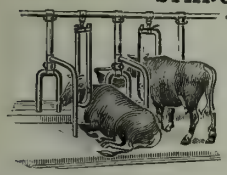
ATLAS MFG. CO., NEW HAVEN

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

STANCHIONS



O.K. CANADIAN U BAR STEELSTANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

TIMBER JACKS.

TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful, reliable, expeditious. A necessary tool for every farmer.

TREWHELLA BROS

9 Alma Street, Smethwick, Birmingham, Eng., and Trentham Victoria, Aust.

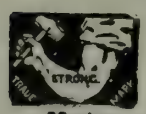
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

TOOL HOLDERS.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

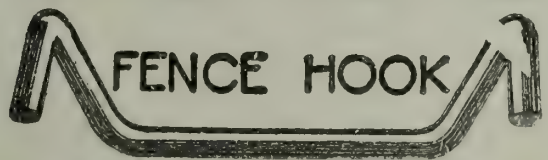
106 N. Francisco Ave.
CHICAGO, U.S.A.



Make **ONE POUND** of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

Write for Catalog.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

NICKEL PLATING

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

Coppersmiths and Brass Founders. :: :: :: TORONTO, ONT.



MERMAID

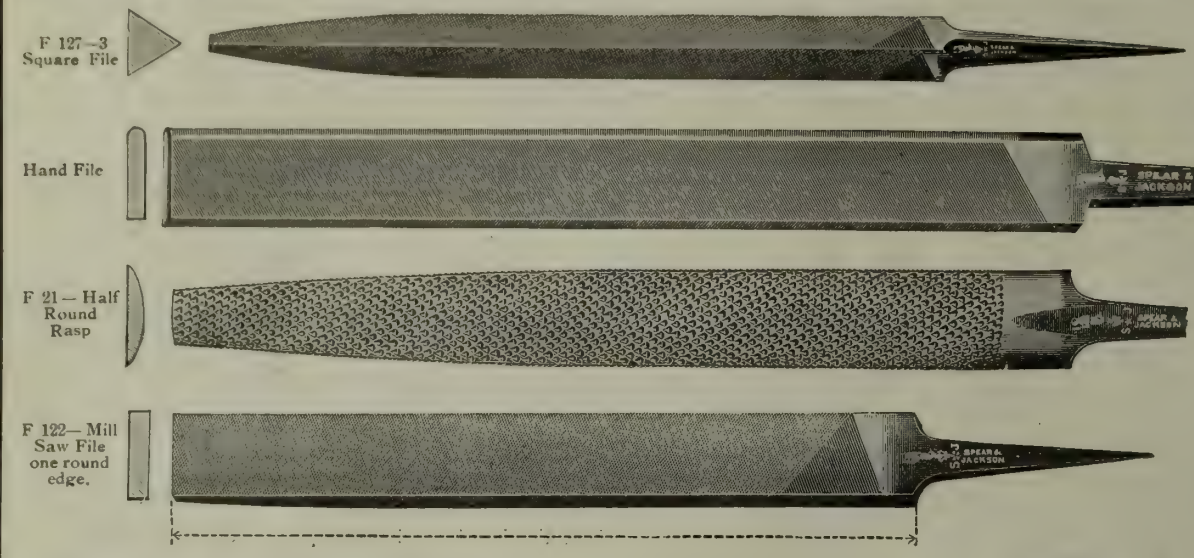
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Every File Leaving Tested Works Before



LEAP-FROG

That do MORE WORK at LESS COST than ANY others on the market



Also **AMERICAN** Pattern at **REDUCED PRICES**

Our Files are used by the **LEADING** Manufacturers in Canada, for the simple reason they are more **EFFICIENT** than any others.

HENDERSON & RICHARDSON
Board of Trade Building, MONTREAL

SPEAR & JACKSON
SHEFFIELD, ENGLAND

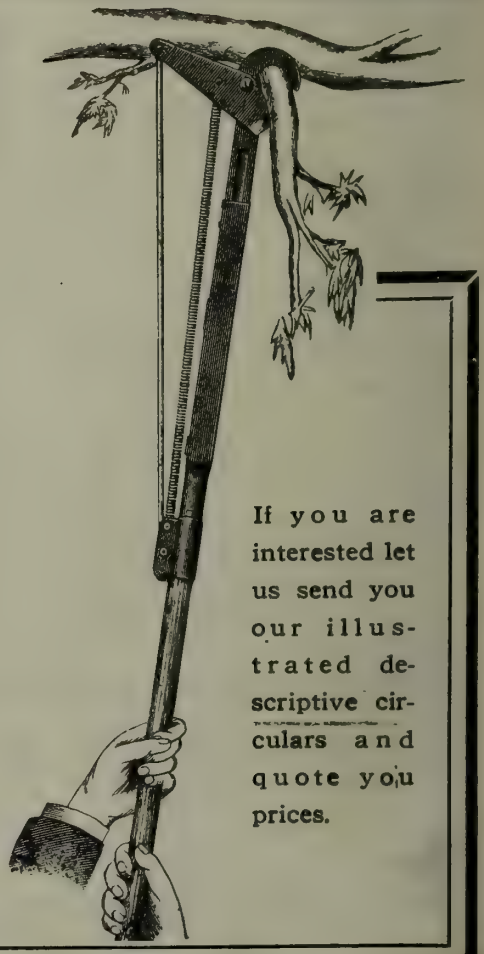
The "Kansas" Pruning Knife

(IMPROVED)

has no complicated parts, and its improved construction and positive action recommend it to all who require a superior article. The "Kansas" takes off any branch up to 1¼ inches in diameter and no climbing or straining is necessary when using it. To take a limb off near the trunk, simply place the hook over the limb, pull on the handle, and the work is done, For snipping off outlying twigs, pull the string instead of the handle.

So efficient is this pruning knife that in a given time it does six times the work of any other kind.

International Tool Co.
CORNER PORTER and 4th STREET, DETROIT, MICHIGAN



If you are interested let us send you our illustrated descriptive circulars and quote you prices.

Taylor-Forbes Co., Ltd.

GUELPH ∴ ONTARIO
CANADIAN MANUFACTURERS

TRADE MARK

CANADIAN BILLINGS & SPENCER, Limited

WELLAND, ONTARIO



"All Steel" Screw Drivers

Wrenches, Turnbuckles, Pliers, Ice Picks, Auto Kit in Bags, Etc.

Special **DROP FORGINGS** of all kinds

SEND MODELS OR BLUE PRINTS FOR ESTIMATES

OLD RELIABLE HOUSE

LION



TRADE MARK

BRAND

MAKES THE VARIETY

SATISFACTION FOR THIS BRAND OF CORDAGE GUARANTEED

Consumers Cordage Co.,

LIMITED

MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of everything in Cordage, Twines, Packings, Yarns and Tarred Goods

THIS IS THE SORTING SEASON
STOCKS SHOULD BE REPLENISHED
FALL GOODS NOW IN DEMAND

JUTE
Snap Halters, Packings, Twines.

RUSSIA
Halyards, Deep Sea Lines, Packings, Twines.

SISAL
Snap Halters, Clothes Lines, Baling Cords.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

F. H. Andrews & Son, Quebec, Que.

Consumers Cordage Co., Limited, 22 Church St., Toronto, Ont. and St. John, N.B.

Tees & Persse, Limited, Winnipeg, Regina, Calgary, Edmonton, Moose Jaw, Saskatoon.

MacGowan & Co., Vancouver, B.C.

Estd 1809 EVERED & Co. LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire Mattresses.

Brass and Copper and Brass Cased Tubes.

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Switch Gear.

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Geo. H. Saywell - Saskatoon

And 325 CRAIG WEST, MONTREAL

Cables and Telegrams: Rosswell, Saskatoon. Telephone, 4317 Saskatoon.

STOCK ROOMS AT:

Queen's Hotel, Winnipeg, Aug. 26th to Sept. 16th.



Get the right kind of goods--and you need no longer worry about how to increase sales.

Over 2000 Patterns of

Silverware that sells and satisfies

offer the best and most varied Assortment.

New Catalogue in preparation—**WRITE** and our representative will show you this year's sellers.

EVERY ARTICLE MANUFACTURED AND GUARANTEED BY

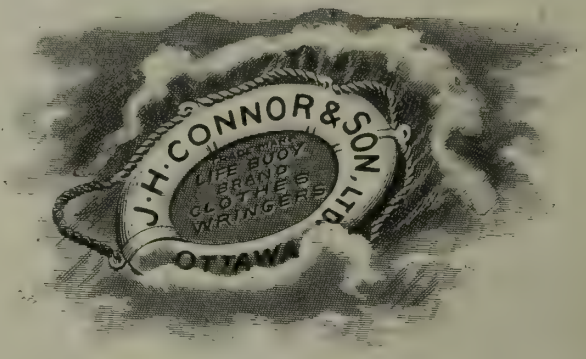
STANDARD SILVER CO., Limited, 33-41 Hayter St., Toronto



The Connor Ball-Bearing Washer

Dealers who handle the Connor Washers and Wringers have no competition.

The exclusive features of our machines keep you free from price-cutting competition.



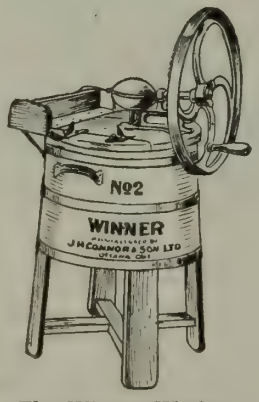


The Gem Washer

Our Life Buoy Guaranteed Wringers are, we claim, the best value on the market. They have rolls which contain the very best of pure rubber.

Get details of our line, there is a new era of profits ahead for the dealer who features the Connor specialties.

A few agencies still wanted for unrepresented districts.



The Winner Washer

J. H. Connor & Son

LIMITED

OTTAWA :: ONTARIO

AGENCIES:

E. B. HORSMAN & SON, Vancouver, B.C. FINDLAY BROS. & CO., Winnipeg, Man. MERRICK-ANDERSON CO., Ltd., Winnipeg, Man., Exclusive Agents for Connor Ball-Bearing Washer in the North-West. DELORME BROS., Montreal, Que.

WILLIAM HOLMES

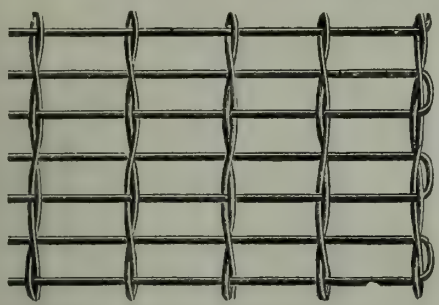
ALEXANDER DONALD

Canada Wire Goods Manufacturing Co.

AGENTS
JAS. S. PARKES,
446 St. Paul St., Montreal

MANUFACTURERS OF
WIRE CLOTH, PERFORATED SHEET METALS and GENERAL WIRE and IRON WORK
182-186 KING WM. STREET, HAMILTON, CANADA

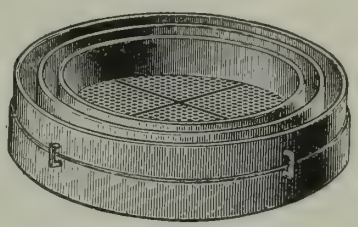
AGENTS
DAVID PHILIP, Winnipeg
R. A. OGILVIE, Vancouver



Wire Cloth—There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish



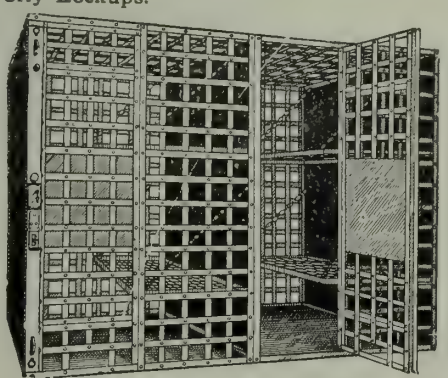
CABLE ADDRESS
"BONACCORD"
HAMILTON
CODE: WESTERN UNION



Cement Testing Sieves, Riddles, Bellows, Wire Brushes.

We specialize in all kinds of Steel Cells, Steel Work, etc., for Prisons, Jails and City Lockups.





Illustrating our Double Steel Cells of lattice bar construction, door equipped with our Patented Automatic Locking Device. Can be set up in any of your public buildings, insuring absolute security. We are headquarters for all classes of PRISON WORK.

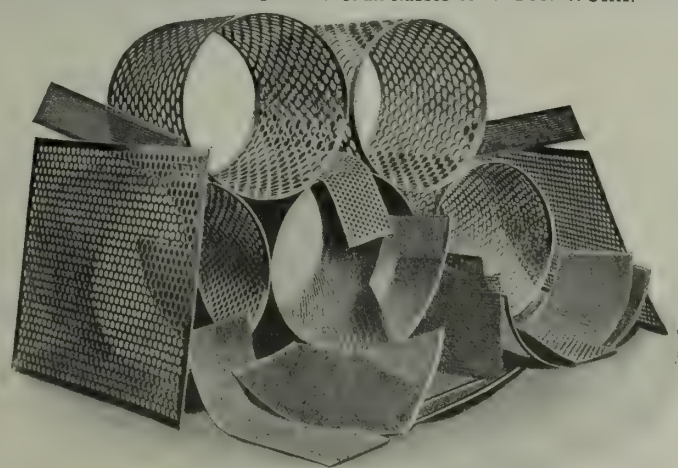
Have you an up-to-date Lock-up in your District?

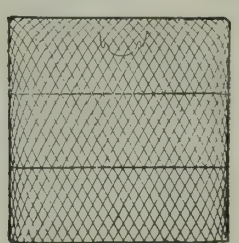
Send us particulars of conditions in your Town. This may prove of mutual benefit.



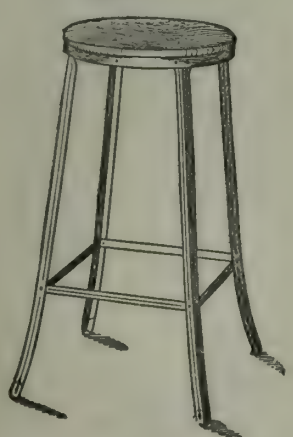
Metal Clothes Lockers, Solid Plate or Open Mesh.

Bank and Office Railings und Grilles in all finishes, Wire Signs, Window Guards, and General Ornamental Wire and Iron Work of every description.



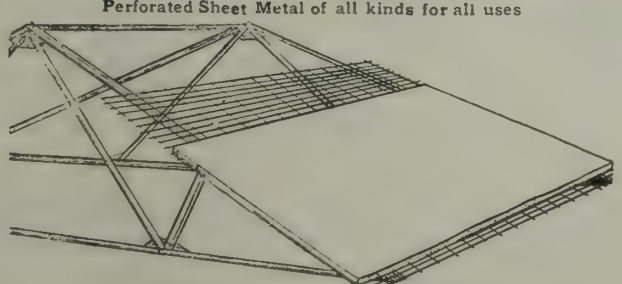


Spark Proof Fire Screens and Fenders.



Indestructible Factory and Store Stool. Made in Five Sizes.

Perforated Sheet Metal of all kinds for all uses



Our Concrete Bonding is a Crimped Steel Wire Fabric—Can be made in any length or width to suit you.



Wire Baskets for all Purposes.

When you think of Furnace Cement---Think of Us.

Asbestos Furnace Cement and Oil Stove Putty

EXCLUSIVELY



That must mean something to the Buyer. WHY? Because we devote our entire time, attention and energy in giving the trade the best possible values in Cements and Putty. Only the kind that can be absolutely guaranteed from the best to the cheapest considering the price paid.

Having made preparations for our extensive trade in the way of supplying Cements and Putty, we invite those interested to write us and get our prices and samples before deciding the Cement question.

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BRANTFORD, ONTARIO

Sanitary Chemical Closet

No Water No Plumbing

Sanitary Odorless



Especially planned to meet the requirements of the rural districts and small towns where there is no sewerage connection.

It is guaranteed perfectly sanitary and odorless.

Don't fail to see our exhibit in the Educational Building, near Public Help exhibit, at Canadian National Exhibition.

Write for Prices and Full Information.

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BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

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Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



5753 IRON

3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS

3 in..... 6/9
4 " 10/-
5 " 14/-

per pair.



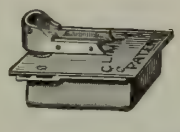
5355 IRON

4 in..... 23/6
5 " 32/-
6 " 40/-

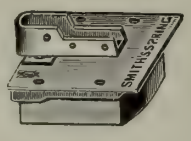
5356 BRASS

4 in..... 40/-
5 " 53/-
6 " 65/-

per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in. Shoe,
26/- each

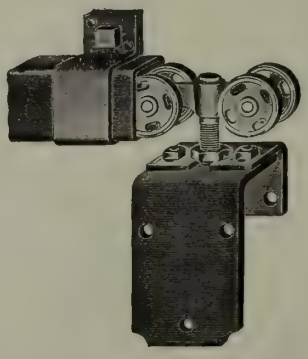
Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.



Inthis Age of Competition

the dealers find it necessary to keep posted, to handle standard products which have merit---the result of experience.

¶ Such are RICHARDS-WILCOX products in door hangers, mounted grindstones and hardware specialties.

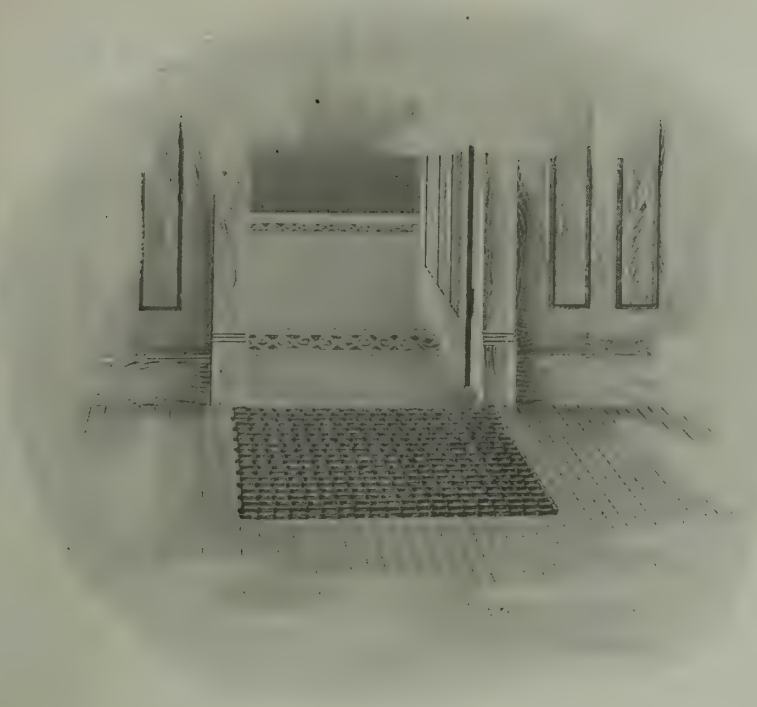
¶ Remember, we have a hanger for any door that slides and a hundred real live specialties your trade wants. Are you interested?

Ask us to show you better hanger and grindstone profits.

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Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.



Premier Flexible Steel Mat

is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

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HAMILTON, CANADA

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We have forged a Five-link HOBBS Chain binding Four Branches with our European GLASS Purchasing Centre, Antwerp.

MONTREAL TORONTO ANTWERP LONDON WINNIPEG

GLASS

Our four branches carry large and complete stocks of GLASS of every description for building purposes.

WRITE US AT ONCE.

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LONDON TORONTO WINNIPEG MONTREAL



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CITIES that SE

Throughout This Wide

WISS "Steelforged"

IN far off Calcutta, in Buenos Aires, fine cutlery traditions; in any city ing tool, you will find that cutlery of Quality.

Wiss Shears meet every requirement sharp—to satisfy. They stand the test would never be insisted upon at the to take chances on quality.

And it is costly for you

Your store gains its most solid Wiss Shears are "Quality" Shears—They yield a bigger profit on account of price for them.

We can give you the benefit of our how to build the largest cutlery trade in show you but help you.

Send for our new catalogue line—Our representative will complete line, quote you our co-operative selling helps.

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NEWARK,

Manufacturer of High Grade Shears, Pruning Shears

Toronto

145 Wellington

LL WISS Shears

World You Will Find

Shears and Scissors

in Cape Town, even in Sheffield with its
where shears and scissors are used as a work-
branded "Wiss" is accepted as the Standard

—they are made to last—to cut—to stay
of hard and continuous usage—otherwise they
very ends of the world where it is costly

to take chances on quality

reputation by establishing a quality name.
cost no more than ordinary shears, but they
increased sales and it is easy to get a fair

selling experience and show you
your locality—We will not only

which illustrates our entire
call if you say so—show our
interesting prices and explain

Write at once.

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Scissors, Razors, Tinner Snips,
SINCE 1848.

Office:

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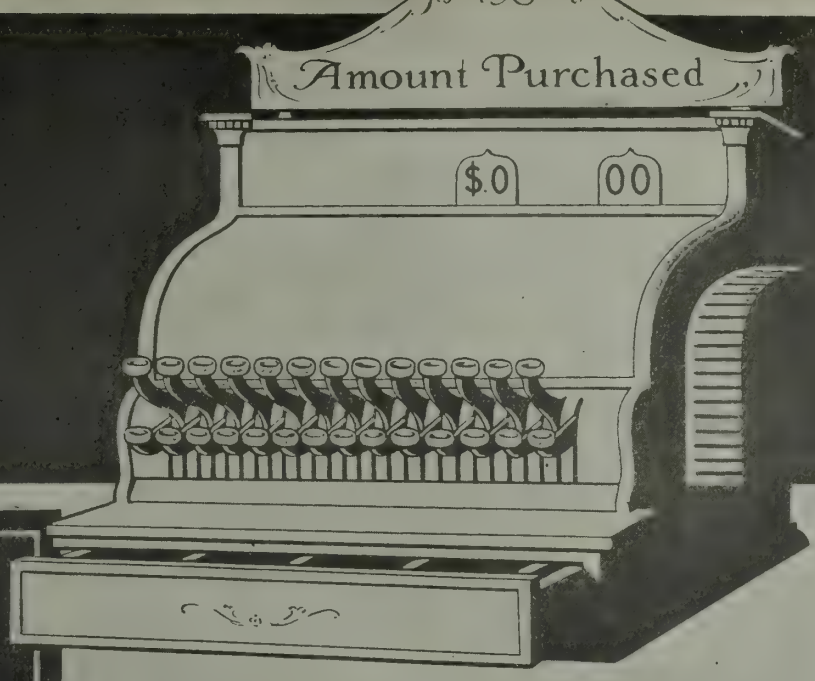
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are easy to carry. Trappers like them because they are light, compact, and can be set in narrow runways.

ONEIDA COMMUNITY, LTD.,

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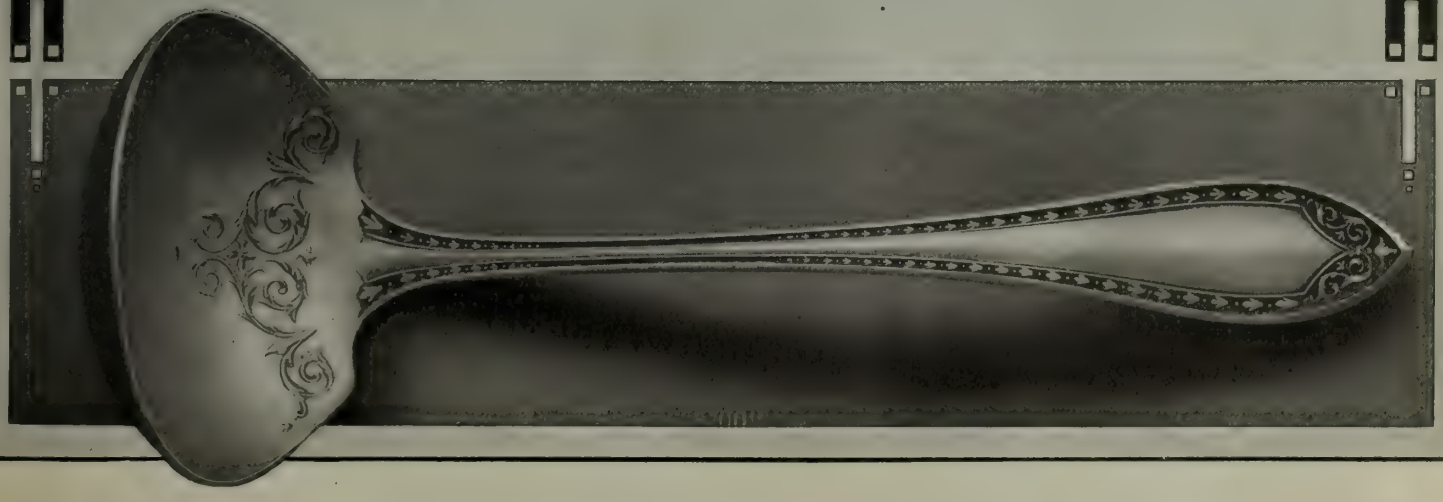
Also Makers of the
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IF you want to save wear on your cash register — *Don't* let people know that you carry

COMMUNITY SILVER

and RELIANCE PLATE



Improved Patent Flush Handle



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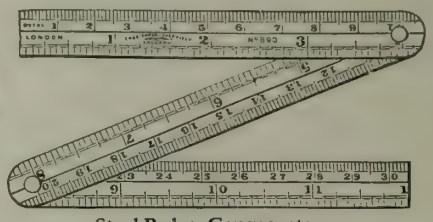
MEASURING TAPES

Linen, Metallic and Steel

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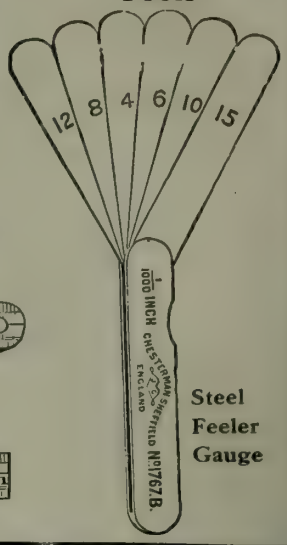
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Steel Rules, Gauges, etc.

Engineers' Small Tools



Steel Feeler Gauge

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MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

Mr. Hardware Dealer

Convert Your Stock of Mauser Military Rifles Into Handy Hunting Rifles.



By Shortening the Barrel to 26 or 24 Inches, Reducing the Magazine to five Shot, Bending the Bolt, Taking Away Portion of Rear Sight, Replacing Fore-Sight, Reducing Weight 1½ to 2 lbs.



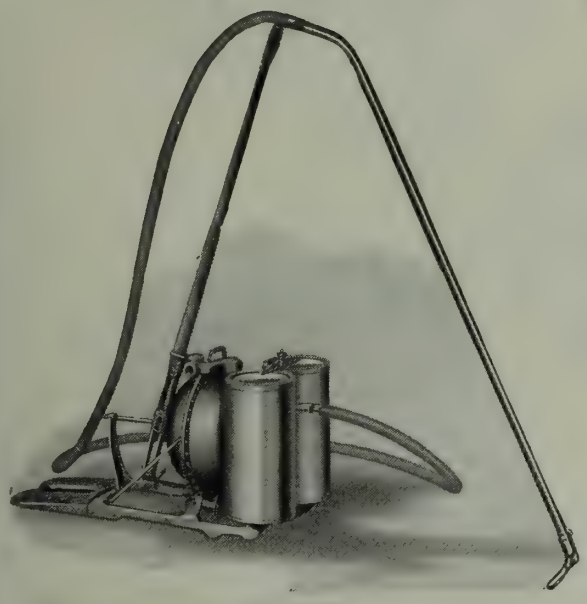
We Offer to Do All This For

$2.00 Each

DORKEN BROS & CO., - - - 140 McGill Street, Montreal

MADE IN BERLIN

1912 Models Now Ready. Order Your Supply Early



HAND POWER

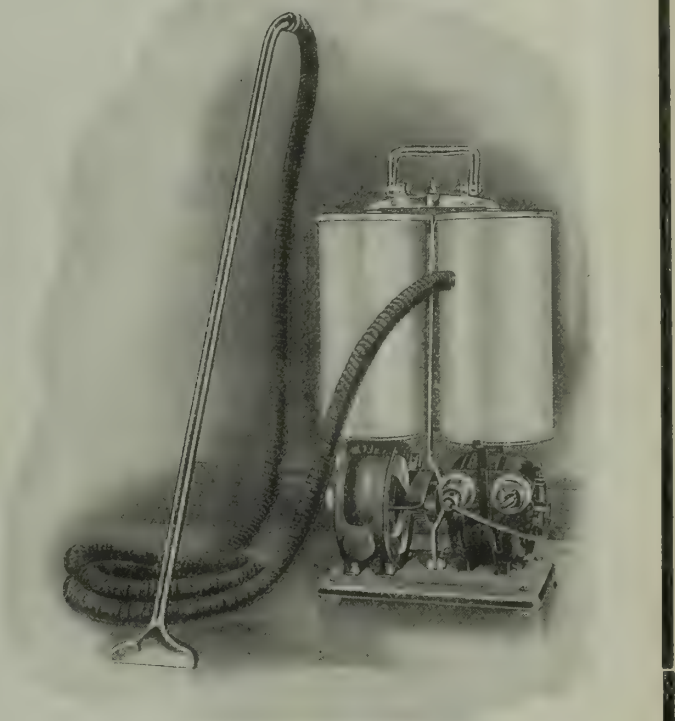
The "Double Tank" Means Less Work

The double tank device (an exclusive feature of the Onward Automatic Hand Power Vacuum Cleaner) separates 95 per cent. of the dust from the air without the use of screens, baffles or water. Only 5 per cent. of the dust is screened which means that the screening device offers but 5 per cent. resistance to the pump. This machine is the easiest to pump and the easiest to empty as there are no complicated screens as in other cleaners.

It has the greatest air displacement because the pump is one-third larger than any other. This gives it a more powerful suction and a strong blow. (This is the only hand machine that blows as well as sucks).

Do not be deceived by any other claimed to be just as good as the Automatic "Hand Power."

Made of malleable iron and steel, it will last an ordinary lifetime.



ELECTRIC POWER

"ONWARD" TRIUMPH

Electric Vacuum Cleaner

THE LIGHTEST, MOST POWERFUL, PRACTICAL, ELECTRIC VACUUM CLEANER MADE

The growing demand for a medium price light weight electric machine, one that could actually be carried up and down stairs by the housewife and still one that had the necessary suction to get all the dirt, led us to offer to the public, the "ONWARD" AUTOMATIC TRIUMPH.

This machine weighs several pounds less than any other vacuum cleaner on the market (only 35 lbs.), has a strong, steady suction created by a powerful rotary pump of improved design. It carries no unnecessary parts and as it is not encased every portion of it is in plain sight and instantly get-at-able.

It is mounted on a polished aluminum base, equipped with Sliding Furniture Shoes, is furnished with twenty feet of electric cord, eight different kinds of cleaning tools, and twelve feet of braided hose. This machine can easily be guaranteed to be superior to anything on the market selling for $135 or less.

It carries a high grade shunt wound motor of one-eighth horse power and is strictly within the regulations required by the Board of Underwriters, so that it may be safely operated from any electric light socket.

The pump on this machine runs 650 revolutions per minute which insures a strong and steady suction, and a powerful "blow."

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MANUFACTURED BY

Onward Manufacturing Company

Berlin, Ont.

LARGEST BUILDERS OF HAND AND ELECTRIC POWER VACUUM CLEANERS IN CANADA

PLYMOUTH ROPE

Do you wish to please your customers?

It sometimes takes only a small thing to do it. Try this way: simply stock and offer them a thoroughly first-class brand of rope. We suggest

PLYMOUTH ROPE
"The Rope You Can Trust"

PLYMOUTH rope is made in one grade only, and we take pride in making that the best in the world.

PLYMOUTH Manila is what your trade needs for wear and long service. It won't wear out like long cheap rope.

PLYMOUTH Sisal rope is made in the same workmanlike manner as PLYMOUTH Manila, and is better than the second-quality Manila rope being offered to the trade.

Write for folder, "The Rope You Can Trust."

Ask your Jobber for PLYMOUTH.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

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Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER



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like this and many other jobs similar are being turned out in large quantities at our plant in Montreal.

They include all kinds and styles of Screws, Nuts, Bolts, Plugs, Pins, Posts, Couplings, Hubs, etc., made in brass, iron and steel.

We have machinery especially designed and a plant fully equipped for just this kind of high-class work, and we believe we can make the parts for you at a lower cost per piece than you are paying.

Send us a sample of some piece; tell us how many you use, and we will quote immediately. Catalog of Screws and Nuts carried in stock.

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CHICAGO, 549 WASHINGTON BLVD.
ATLANTA, CANDLER BLDG. DETROIT, 1222 MAJESTIC BLDG.
WAREHOUSES ; · NEW YORK, CHICAGO
FACTORIES : : MONTREAL, CLEVELAND

NEXT

in importance to your decision to sell Wall paper is your decision to sell

STAUNTON WALL PAPER

IF you apply the same common sense rules to your selection of Wall Paper that govern you in the selection of your other lines you will select STAUNTON Wall Paper.

The most ATTRACTIVE line
The best SELLING line
The most PROFITABLE line

The more you look into this subject the more you will be convinced that STAUNTON Wall Papers offer you in the greatest degree the qualities that have made wall paper selling so desirable.

ARGUMENT

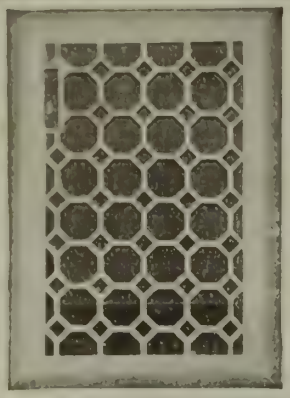
Your store is one of the first to which the householders turn when house renovating is to be done. Why turn them away to get their Wall Paper elsewhere? Sell them paint—Sell them varnish—AND SELL THEM WALL PAPER. Yours is the NATURAL STORE in which to buy Wall Paper.

Write us and we will arrange for you to see our magnificent 1912 line.

STAUNTONS Limited

Wall Paper Manufacturers

943 Yonge Street, - - Toronto



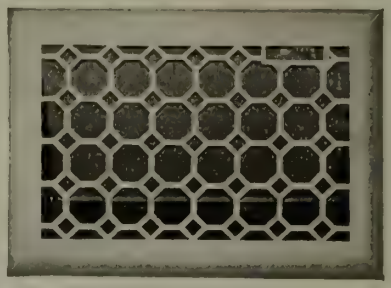
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co.

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CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

"FLEUR DE LIS"

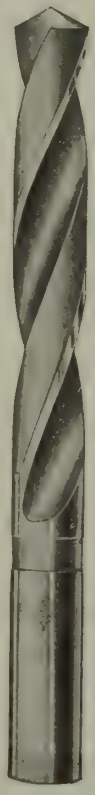


Galvanized Iron

works up easily and wears well

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch



FROM THE STANDPOINT OF ECONOMY

There are no Twist Drills on the Market to-day that equal the

"W & B DIAMOND"

because they will give Greater Service with Less Grinding than any others.

Made from selected Carbon Steel as well as Vanadium High Speed Steel and in all sizes and patterns.

Guaranteed to be absolutely accurate and of highest quality.

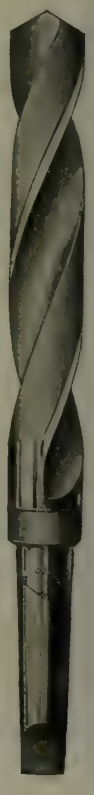


TOOLS OF QUALITY BEAR THESE MARKS



The "W & B" Trade Mark is a guarantee of Quality and its adoption will give quality to your products.

Consult with your jobber or write us and ask for Catalogue 74 E.



THE WHITMAN & BARNES MANUFACTURING CO.

ESTABLISHED 1854

ST. CATHARINES, : : : : ONTARIO



Every User of "SOCLEAN" Sweeping Compound

Is enthusiastic about the brightness, cleanliness and health which result from its use. It is chief among the modern conveniences which reduce the housewife's work and at the same time help her to keep her home bright and clean.



"SOCLEAN" kills germs and makes it possible to sweep without raising dust. being a powerful aid in the removing of dirt. Kills moths and germs, brightening rugs and preventing dust in the air.

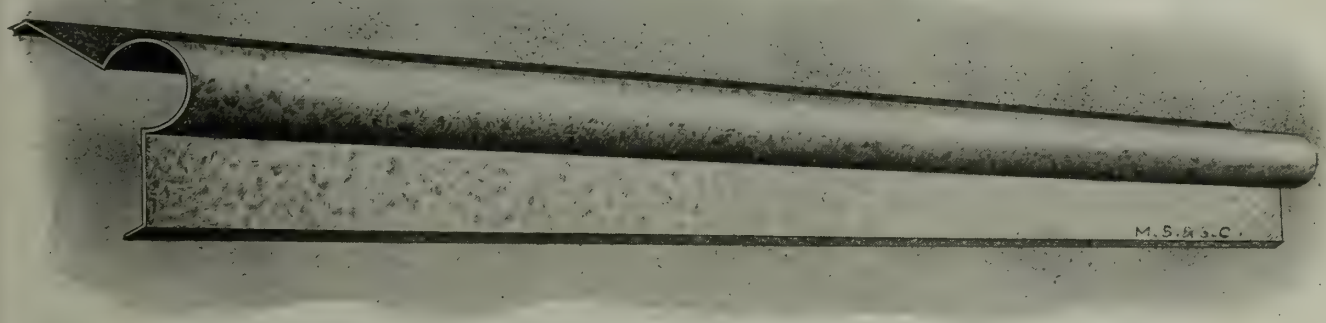
You can develop new business by acting as agent for "SOCLEAN" in your district. We will help you by providing window cards and counter advertising campaign, and the profits will be on the same scale. "SOCLEAN" is packed in different-sized barrels for commercial use, and in pails for home use. ***Write us at once.***

We have an exhibit at the Toronto Exhibition. Be sure to see it.

SOCLEAN LIMITED

444 King Street West TORONTO Phone Adelaide 1584

Are You Selling Our "Acorn Ridging?"



This ridging is made from the best grades of Galvanized Iron in 10' (ten foot) lengths, on a heavy power press, with steel dies. Consequently, every length is absolutely true and straight—and the shape is uniformly correct.

You can sell this ridging to carpenters for their Wood Shingle Jobs; it makes a splendid Hip Cover as well as a Ridge Finish, and requires no wood filler when used over wood shingles. It will cost them no more than the wood ridge generally used, and is SO MUCH BETTER.

Mr. Dealer—**You should carry 500 to 1,000 feet of this ridging in stock and Let The Public Know that You Stock It. Try a sample lot and see if you do not make more on your investment than you do on a similar amount invested in other lines.**

THE METAL SHINGLE & SIDING CO., LTD.

PRESTON, ONTARIO MONTREAL, QUEBEC

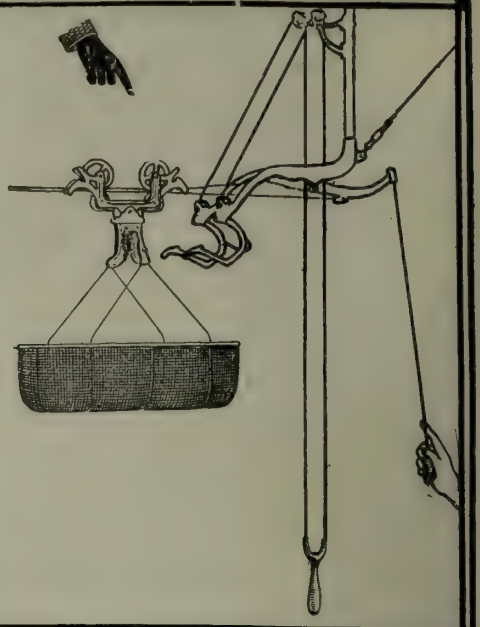
A Time Saver for You and Your Customers in Our Up-to-date

Package Carriers

which work more smoothly and more rapidly than any others. They are well and strongly made, and as the weight and strain are divided between two wires there is less liability of breakage of the wires than with single wire systems.

Our package carriers are of simple construction, and occupy less space and obstruct the view less than any other system.

The Hamilton Brass Mfg. Co., Ltd.
Hamilton, Ont., and Montreal, P Q.





GROW, DEALERS! SPREAD OUT!

Put yourself in a position to take any kind of a roofing contract. With

"CROWN" PATENT STEEL SHINGLES

you have a better proposition than the slater can possibly offer. Get some (or all) of that business you've had to lose to him for so long. Get started to-day right now, by writing for our catalogue and price lists. At the same time we'll send you our samples, charges prepaid. Write at once to

McFARLANE & DOUGLAS, Limited, *250-260 Slater Street,* ***Ottawa, Ont.***

First-Class Salesman Wanted

We have an opening on our staff for first-class salesman. Must be resourceful and of good address. This is a good position and offers splendid opportunity for advancement.

Apply personally or by letter, stating fully age, experience and salary expected, to

Manager, Hardware and Metal, Toronto

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion.
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ADDRESS WANTED

HOLDER OF BOX 580, send street address and we will forward replies. HARDWARE AND METAL, Toronto.

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FOR SALE—Small stock shelf hardware, shovels, etc. Also Robertson's paints, counter and shelving. Good discount. 613 King Street West; Phone Adelaide 1167. (36)

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MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY If you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

MISCELLANEOUS

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

PATTERN DRAFTING

TINSMITHS—Our special July offer of $10 cash for our Complete Course on Pattern Drafting almost exhausted the present edition. On Aug. 2nd we had only 36 courses left and we have decided to let these go also at the special $10 price. It's a case of first come first served. Send for particulars. Each applicant will be given a number until 36 are received, then this notice will be withdrawn. THE SHEET METAL SCHOOL, Box 419, Galt, Ont. (35)

SITUATION WANTED

YOUNG MAN, with 5 years' experience in general hardware, desires position as traveller with reliable firm. Good references. Box 583, HARDWARE AND METAL, Toronto. (34)

SPECIALTY SALESMEN

WANTED—A few men who can handle a high class proposition, sold extensively by hardware, drug trade and departmental stores. Man in Montreal alone sold $600 first week. Apply XX, care HARDWARE AND METAL, Montreal. (34)

STOCKS WANTED

WANTED TO BUY—Complete stocks of any kind business Inquire Box 580, HARDWARE AND METAL, Toronto. (34)

SITUATIONS VACANT

A PROMINENT BRITISH FIRM of metal and general merchants and agents are about to open a branch office in Montreal or Toronto and invite applications from those qualified to take charge. A young man with good connections is desired. One of the principals intends to visit Canada shortly to interview applicants. Meantime please write in confidence, stating age, salary required and full particulars of experience. "L.M.T.," care DAVIES & CO., Advertising Agents, Finch Lane, London, Eng. (34)

HARDWARE CLERK

WANTED—Hardware clerk, young man between 22 and 28 years. Must be good salesman and window dresser and know how to make a store look attractive. References required. State if can speak French or German and experience have had. First-class man can demand big salary. VERNON HARDWARE CO., LIMITED, Vernon, B.C. (37)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED

PARTY EXPERIENCED IN FABRICATING Light Structural Steel, Angles, Etc., and with some draughting ability, to superintend the manufacture and erection of small buildings, warehouses, sheds, etc.

Good opening with established firm for reliable, ambitious man. State qualifications, age, salary wanted and give references.

Box 585, HARDWARE AND METAL,
(35) Toronto, Ont.

WANTED - Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto (24tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales gent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . ONTARIO



Clinch the Auger Bit trade in Your locality

First sales alone will not build up a successful business, it's the future sales resulting from a first sale that brings success.

Discerning dealers recognize this fact and recommend to a customer THAT ARTICLE which he knows will give the greatest satisfaction.

In Auger Bits THAT ONE is unquestionably the FORD It has more selling features than any other Bit on the market. A Ford makes occasional buyers steady customers.

This has been proved

by keen dealers everywhere. Let us point out to you the reason.

The FORD tested side by side with other Bits, bored FASTER, SMOOTHER, EASIER with GREATER ACCURACY, and infinitely cleaner It cleared the hardest knots and the most stubborn grains with ease--drew in without pressure and held "accurate to the fraction of an inch."

Furthermore, because of the fine quality of steel used in its construction and the superior process of its manufacture--the Ford wears better, and gives longer service to the user. Each one is fully guaranteed.

Keep these facts in mind, Mr. Dealer, next time a man asks you for an Auger Bit.

Ford Auger Bit Co.

HOLYOKE, MASS.

Send for circulars describing this superior Bit.

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

Have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MAR



Latest cata og will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents



POWER

and

DURABILITY

with

LIGHTNESS

and

COMPACTNESS

combine
to make our

No. 111

AUTOMATIC
SCREW DRIVER

the greatest tool of its kind
on earth.

Goodell-Pratt Co.

Toolsmiths

GREENEIELD, MASS. U.S.A.



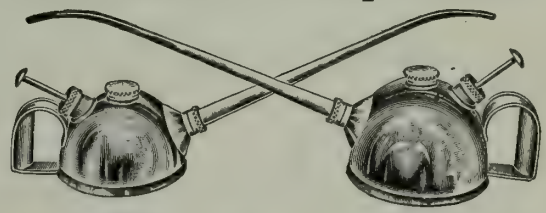
The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, :: ONTARIO

WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

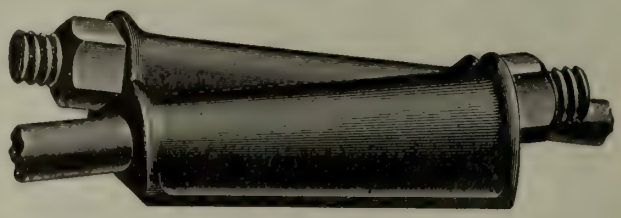
ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

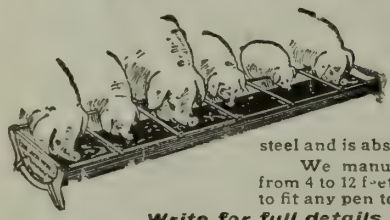
TANK LUGS



For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from ⅝ to 1½ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited, OTTERVILLE ONTARIO

A Durable, Heavy Steel HOG TROUGH that Sells Quickly



Introduce this high grade Hog Trough to your farm trade and its sure to increase your business.

It cannot leak as it is made from selected steel and is absolutely riveiless.

We manufacture stock lengths from 4 to 12 feet and make odd lengths to fit any pen to order

Write for full details and prices.

ERIE IRON WORKS, Ltd., ST. THOMAS, ONTARIO

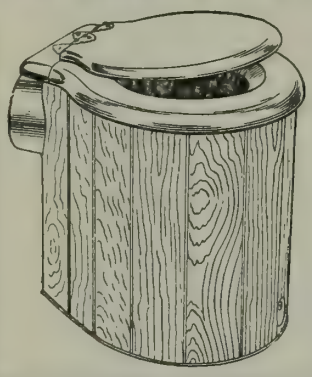
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL *HALIFAX* *OTTAWA*
HEAD OFFICES *TORONTO* *CANADA*
WINNIPEG *VANCOUVER* *ROSSLAND*

THE SANITATION PROBLEM SOLVED

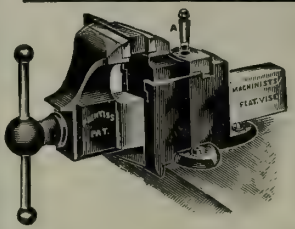


by the invention and patent of Aerated Sanitary Dry Closet. No waterworks or sewerage required. No polluted matter to be carried out regular. Just as convenient as the flush closet, at a very small cost. The liquids carried off by a small ¾ gas pipe and run in a hole outside. By the use of a chemical the solids are disposed of. Sold on trial.

We will be at Toronto Exhibition Board of Health Department.

Kendrick & Co., Simcoe

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada; A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain; Chas. Neat & Co., 112 Queen Victoria St., London, E.C.

POLIVIT

Retails at 40 cents

A Revolution in
SILVER AND ELECTRO PLATE Cleaning and Polishing

POLIVIT PATENT CLEANER

Does all the work in ONE MINUTE and requires NO LABOR—NO POWDER—NO BRUSH—QUICK, SIMPLE, AND EFFICIENT, ABSOLUTELY HARMLESS

GOLD MEDAL, LONDON, 1908

Every POLIVIT sold will sell a dozen others and create an enormous demand. All the large English hotels now using it. Be sure and stock POLIVIT.

Write for Pamphlet and Prices

A. A. SHUTE, ***Fredericton, N.B.***

SOLE AGENT FOR CANADA

WOOD SCREWS



The 20th Century

Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.

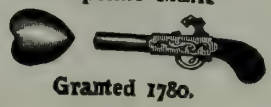
Send us an order and give them a trial.

RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Corporate Mark

STAMPED ON THE  GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

Brass Railing

Prompt delivery from stock

Tallman Brass & Metal Co.

HAMILTON, ONT.

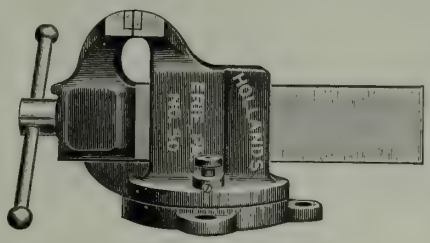
HOLLANDS VISES

Have been satisfactory to the trade for a quarter of a century. They are unsurpassed for quality of design, finish and strength.

WRITE FOR CATALOGUE

HOLLANDS MFG. CO.

ERIE, PA.



When in the market for

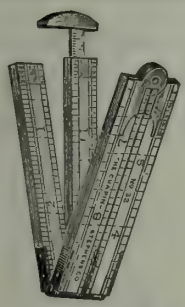
Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England





Manufacturers of Rules, Levels, Planes, Gauges, Hand Screws, Etc.



THE CHAPIN-STEPHENS CO.

UNION FACTORY

PINE MEADOW, CONN., U.S.A.

WALL PLASTER

THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.

LIMITED

Winnipeg, Manitoba

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

ED. BRAND

Specialist in the Wire Trade for 15 years

472 Moss Lane East

MANCHESTER, ENG.

Plants working in all parts of the world giving complete satisfaction.

Cable Address: "Filieres Manchester" Code Used A B C. 5th Edition

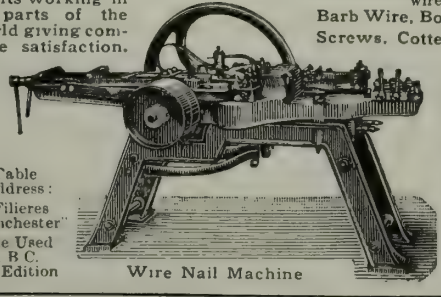
Machinery for

Wire Drawing Wire Netting
Wire Cutting Wire Weaving
Wire Testing

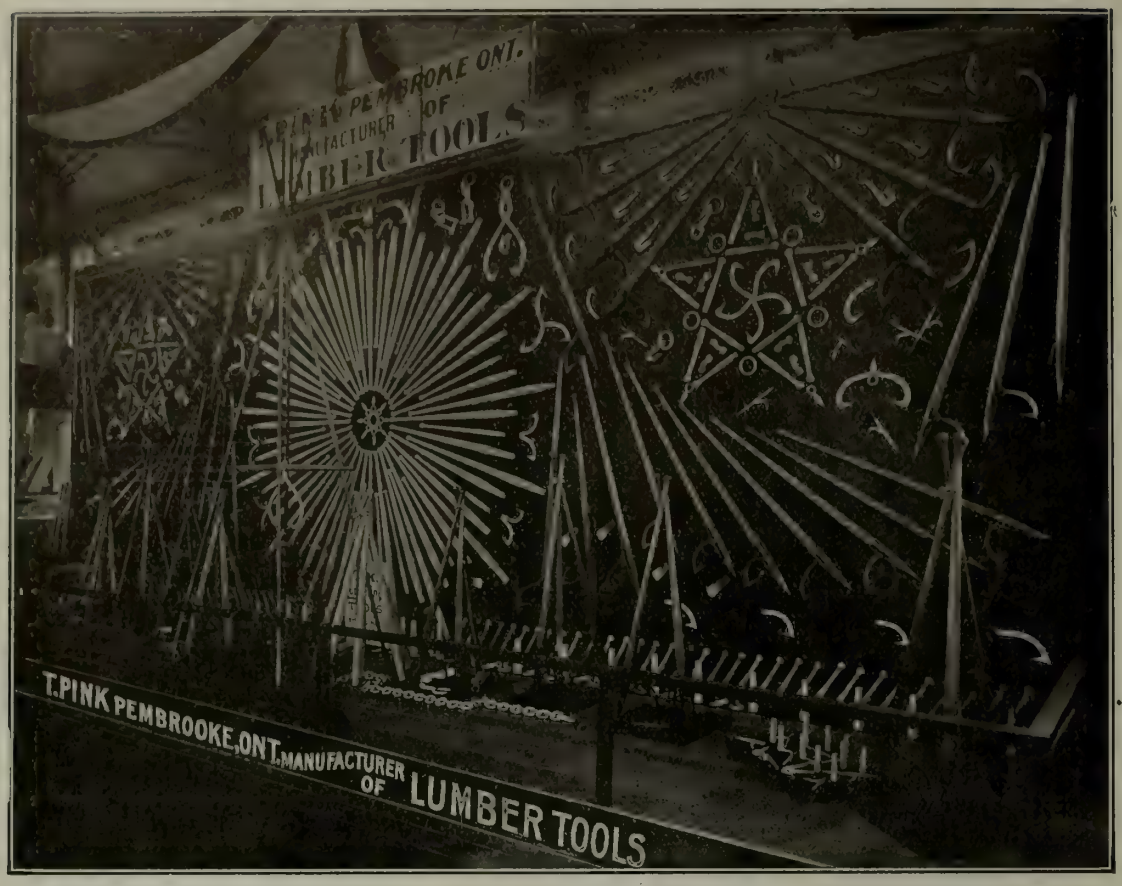
AUTOMATIC MACHINES

For making all kinds of articles from wire, such as:

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, Etc., Etc. Etc.



Wire Nail Machine



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

General Sales Co.

Scott Block, Winnipeg, Man.

Manufacturers' Agents and Distributors

REPRESENTING :

Onward Manufacturing Co.

Onward Sliding Furniture Shoes.
Automatic Hand Vacuum Cleaners.
Grab Foot Scrapers.

Nungesser Elec. Battery Co.

"1900" Dry Batteries.
"Acme Rapid Fire" Dry Batteries.
"Cleveland" Dry Batteries.

Smoky City Cleaner

For Cleaning Wall-Paper, Fresco, Kalsomine, Window Shades, etc.

Anti-Carbon Soot Destroyer

By placing a tablespoonful in the coals the chimney is cleaned.

Handy Stocks and Dies

The most compact, easiest-cutting and reasonable-priced on the market.

Portable Door Holders.

Stock of All Goods Carried in Winnipeg,

Write for Prices and Circulars

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

F. E. MYERS & BRO.

ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS

guaranteed by our reputation for fair dealing.

The name means "QUALITY"

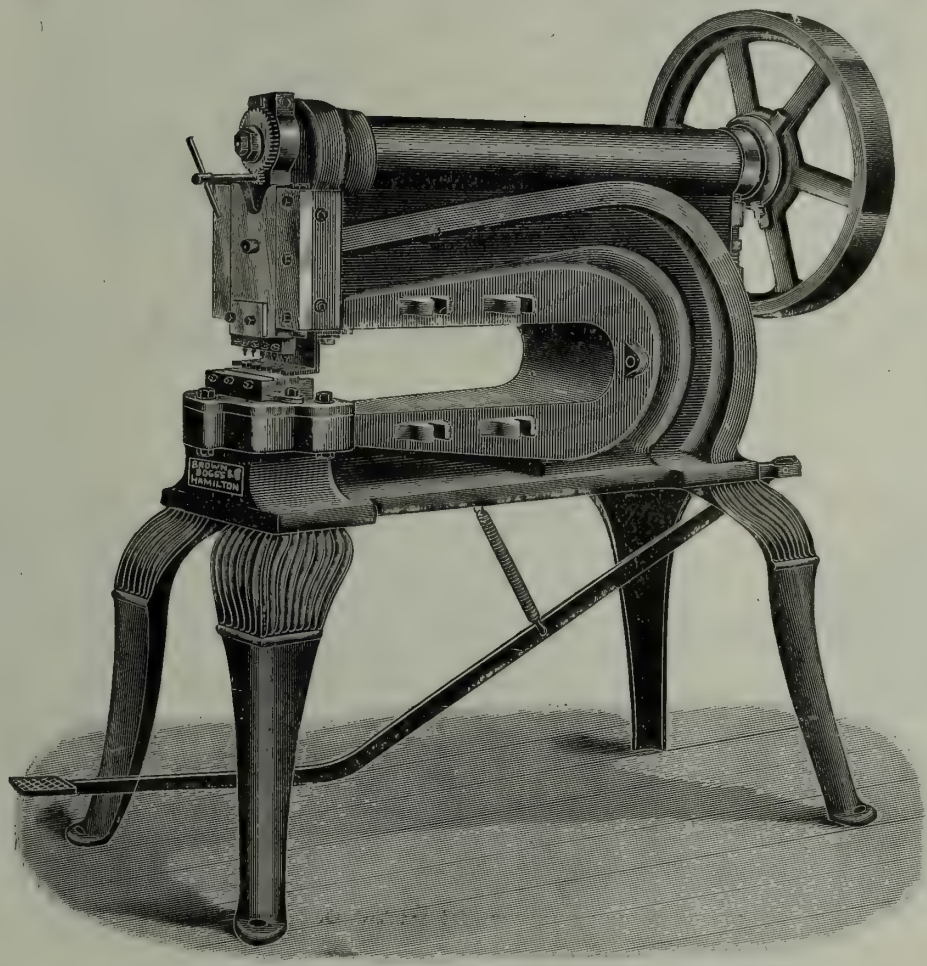
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

RANGE MAKERS!

Your Steel Range Equipment is incomplete without one of our high grade

DEEP THROAT POWER PUNCHING PRESSES



These are manufactured in three sizes, 12, 18, 24 inch Gap, are so constructed that reversible knives can be attached for cutting out the CENTRES of the sheet.

OVAL HOLES can be stamped out on this press as well. We supply the necessary dies.

We manufacture a complete line of

Range Makers' Machinery

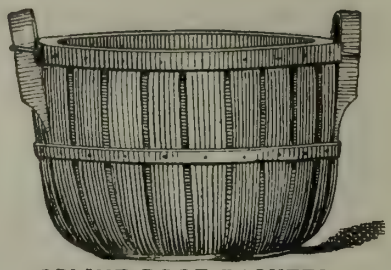
The Brown-Boggs Co., Ltd. - Hamilton, Ont.

Presses. Dies. Tinsmiths' Tools. Sheet Metal Working Tools.

Root or Field Baskets



UNPEELED ROOT BASKETS
1, 1½, 2 bushel.



SPLINT ROOT BASKETS
Ordinary or Iron Bound
1, 1½, 2 bushel.

Apple Pickers' Baskets



OVAL WILLOW
Apple Pickers'.



HICKORY
Hand-made Apple P ckers' Baskets.
Small, medium and large.



Round Fruit Pickers'
Baskets.

We have all sizes of these baskets always in stock.



Solid Centre Compressed Oval Varnish and Paint Brushes
All Sizes and Qualities.

MEAKINS & SONS

Hamilton, Ont.

Winnipeg Toronto Montreal

MANUFACTURERS

Brushes, Brooms, Baskets, Metal Washboards.

The World's largest manufacturers of Pure Lamp Blacks

stand behind every pound of lamp black sold under the Bear Trade-mark shown on the accompanying illustration of label.

Less than nine years ago, this firm, *as a firm*, did not exist, although the men composing it have been many years in the lamp black trade.

Since that time we have been able to secure two-thirds of the entire lamp black business of North America.

Consistent good quality did it!

A recent addition to our plant, made necessary by the increasing confidence of the trade, makes our factory the largest of its kind in the world.

We manufacture all the Standard Grades of pure Lamp Black. Our product is sold by all reliable wholesale houses.

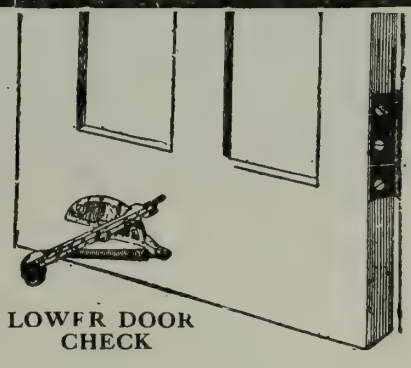


Wilckes Martin Wilckes Company

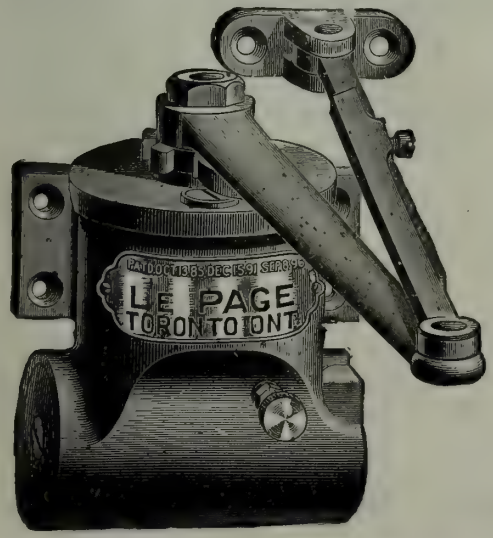
NEW YORK, N. Y. - U. S. A.

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

This device in its improved condition embodies some new and valuable features that have proved superior to other makes on the market.



LOWER DOOR CHECK



It is the only Door Check made without packing in its working parts, which assures absolute freedom from packing friction.

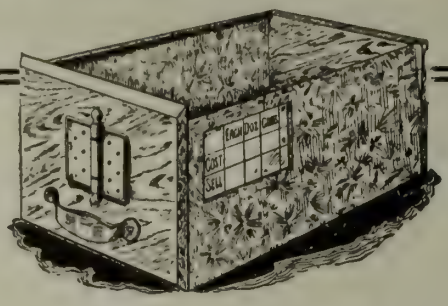
The oil in the spring cup forms a cushion that keeps the door from slamming.

This Oil Door Check is used in all of the public schools in Toronto, and Eaton's, Simpson's, etc., and are giving absolute satisfaction.

Write for price list and particulars. There's good profit for you.

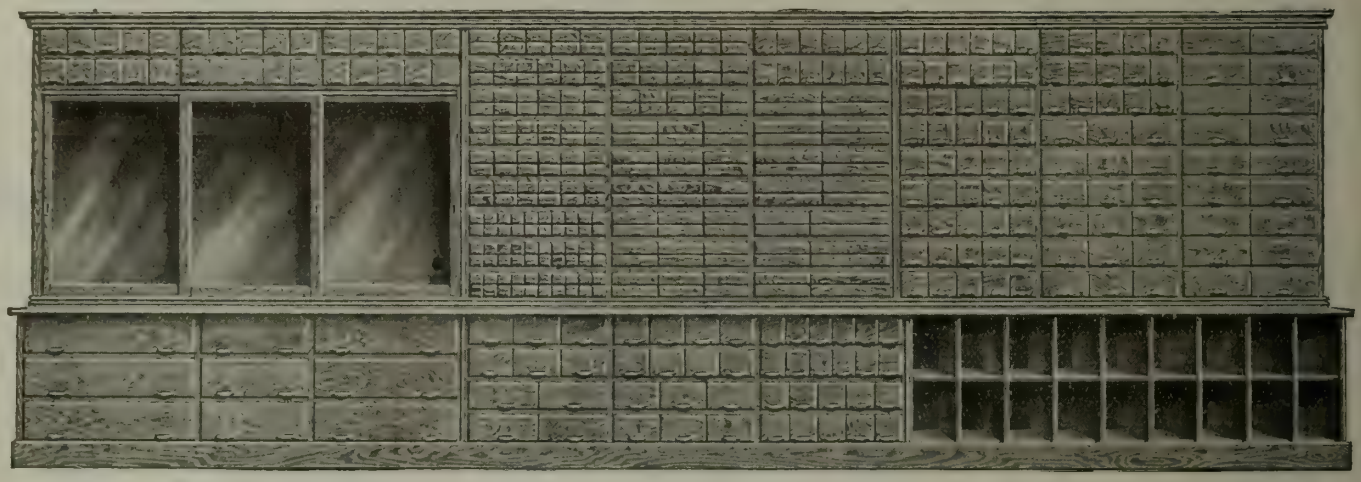
WM. KEATING

266 MACDONALD AVE. TORONTO



This Metal Shelf Box is the basis of an Attractive Store

When a number of these boxes are nicely arranged they add an air of distinction to your entire store, and are sure to attract the best class of trade. Aside from this, they greatly increase the efficiency of your clerks, and enable them to give your customers quicker and more satisfactory service than would otherwise be obtainable.



With Our Patent Metal Shelf Boxes, the articles are displayed on the outside of each box, a system which greatly facilitates selection by the customer and often recalls needs to him which he would forget were it not for this display.

They are great economizers in space and are the strongest and most durable now produced.

Tell us your requirements and we will sketch a plan for an assortment of boxes and quote you prices on same. We also handle shelving, counters, screw cases, etc.

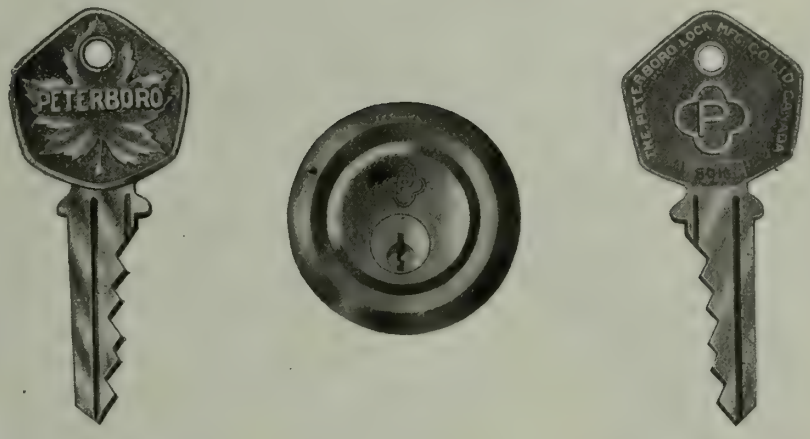
WRITE AT ONCE.

Cameron & Campbell, Sole Manufacturers, Toronto, Can.



Ottawa Design 02641
Plates 18x4. Grips 1½x9

Peterboro Hardware



THE STORE DOOR SET

portrayed herewith is one of the many new and up-to-date lines we now have on the market.

We are to-day making the most complete line of BUILDERS' HARDWARE in Canada, and are sparing no effort to make our line as near perfection as possible.

We are in a position to quote attractive prices on special goods in cast brass and iron.

Please send samples and state the approximate quantities required.

Our 1911 Supplement Mailed on Request.

Peterboro Lock Mfg. Co.
Peterboro, Canada

"NATIONAL" LINE

OF

BUILDERS' HARDWARE



No. 75 Design



No. 55 Design

Wrought Metal Door Trim

WE are here illustrating in half size cuts two of our new lines of house trimming in wrought metal. They are two of several which we are offering for the Fall and Winter trade and a sample will convince you of their selling qualities.

Made in front door and inside sets, sliding door sets, pushplates, letter box plates, etc. Made in all finishes and in brass, bronze or steel metal.

Steel Rim Locks

A POPULAR line is our Steel Rim Lock No. 3800. Insist on your jobber supplying this line. It has less parts than any other make and cannot go wrong.

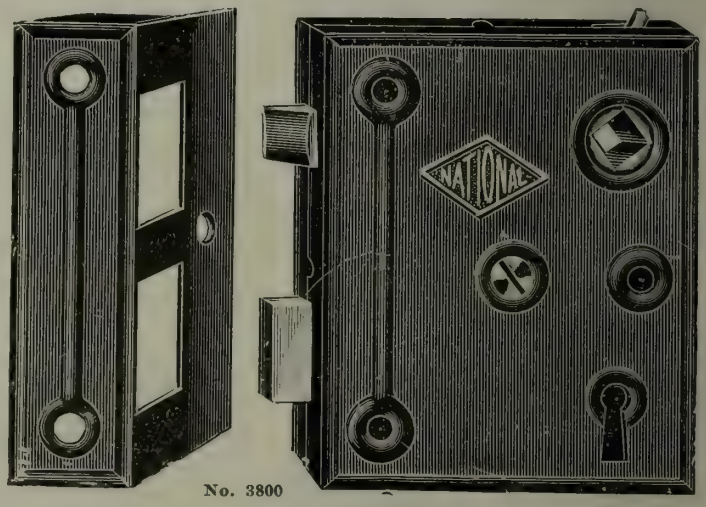
This is a splendid line made up in rim sets, complete with knobs and escutcheon, one set in a box. Try it.

The National line is fully guaranteed against imperfect material and workmanship and has proved a satisfactory as well as profitable line to handle.

We distribute through all the leading jobbing houses.

Insist on the **National Brand of Hardware.**

MADE IN CANADA



No. 3800

NATIONAL HARDWARE COMPANY

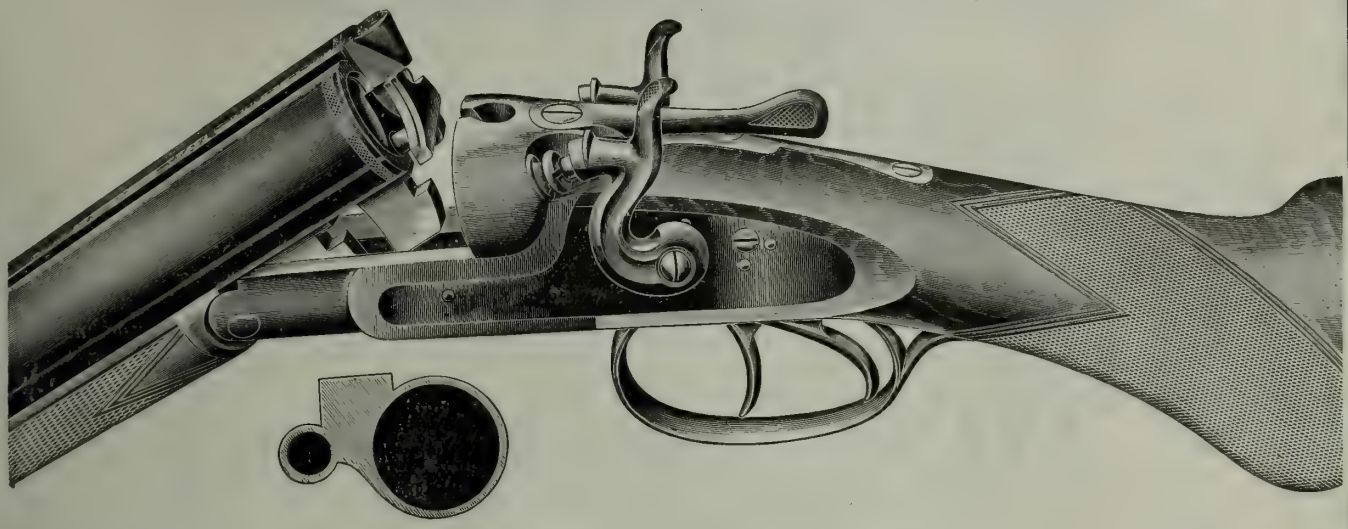
LIMITED

ORILLIA, ONT.

COMBINATION SHOT GUNS

Right Barrel bored for 38-55 W.C.F. Ball Cartridges.
Left Barrel bored for 12 Gauge Shot Shells.

Made for all kinds of Game Shooting.



No. **3249**—30 in. best rolled steel barrels, blued finish, flat matted and extended rib, case hardened frame, blued top lever and trigger guard, top snap action double locked, bar rebounding locks, circular hammers, plain extractor, walnut stock and fore end, checkered half pistol grip and fore end, blued steel butt plate, adapted for black powder shells, weight 7½ to 8¼ lbs.

SWISS REPEATING RIFLES

LIMITED QUANTITY LEFT



13 SHOT CAPACITY

41 Calibre, round high quality fluid steel barrel, hardwood stock and fore-end, case hardened frame and parts, military sights, very accurate on long ranges. Takes .41 calibre smokeless cartridges.

Each one is guaranteed to be in perfect working order.

Government have prohibited further importation. After our supply is sold no more can be had.....$3.25 each, net, F.O.B. Montreal

Caverhill Learmont & Co

Montreal

Whenever you Want

To SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates, payable in advance:

2 cents per word first insertion
1 cent per word subsequent insertions
5 cents additional each insertion when box number is required.

For a few cents you can introduce your proposition to nearly everyone interested in the Canadian Hardware Trade.

NEW IDEA No. 17
Trowel of Quality

Wider Heel

Hang is Perfect



Send for Catalogue

Marshalltown Trowel Co.
MARSHALLTOWN, IOWA

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Special
Prices
on
Application

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon

TORONTO Gendron CANADA



BOYS', GIRLS' and BABIES' SLEIGHS

with iron or wooden runners—sleighs that are built for service and durability.
We sell more sleighs than any other company in the Dominion. Our success is due to the selling of quality goods. WRITE FOR CATALOG.

The Gendron Mfg. Company, Limited

DUCHESS STREET, - TORONTO, ONT.

CARRIAGE SPRINGS & AXLES

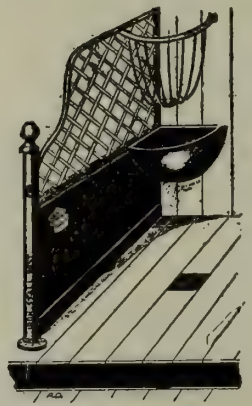
ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

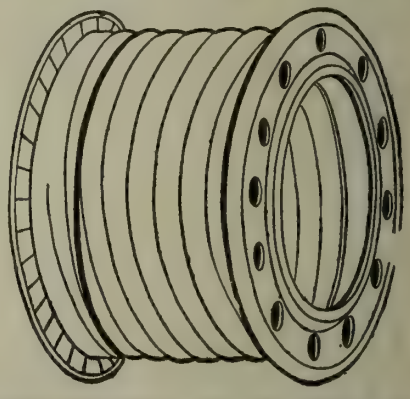
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Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

First-Class Salesman Wanted.

We have an opening on our staff for first-class salesman. Must be resourceful and of good address. This is a good position and offers splendid opportunity for advancement.

Apply personally or by letter, stating fully age, experience, and salary expected, to

Manager, Hardware and Metal,
TORONTO 36

IT WILL PAY YOU to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

INTERNATIONAL VARNISH CO. LIMITED

extend cordial invitation to their customers to visit factory and offices. Every facility will be given visitors for answering correspondence. We want you to consider this your office, while attending the Exhibition.

Exhibition Visitors

who are customers of Pinchin-Johnson Co. (Canada) Limited, are invited to inspect their fine new plant and see where Mineva paints are made. Typewriters, stenographers, telephones, writing material will be at the disposal of all our friends. Have your mail addressed care of

PINCHIN-JOHNSON CO. (Canada) TORONTO

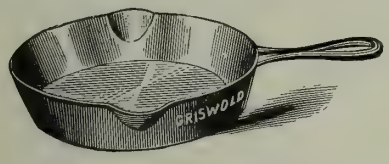
Hardwaremen Attending Exhibition

in Toronto, Aug. 26 to Sept. 9, are invited to make our office their headquarters while in the city.

We have on our staff men who have made a special study of card writing, window dressing, advertising, and in fact all departments which go to make up an up-to-date business.

These men will be glad to meet any dealers or their clerks and talk over subjects of mutual interest. We want you to make yourself perfectly at home in our offices, and every facility will be afforded you of making appointments with friends or answering correspondence.

HARDWARE and METAL, 143 University Ave., Toronto.







GRISWOLD

GRISWOLD HARDWARE

is attractive stock to show. Our Aluminum Ware is easy and profitable to sell, light and clean in use and is the best Aluminum Ware sold. It was the first both in quality and popularity.

"GRISWOLD" is the ware that will put your stock in the first rank, whether in aluminum or other metals.

The "GRISWOLD" Waffle Irons have extra heavy pans, insuring well baked waffles; patent ball lock, jointed hinge, permitting pans turning with ease; air cooled sockets, preventing burnt fingers, and specially designed ring, catching every drop of grease or batter.

The Griswold Mfg. Co.

ERIE, PA.

The Taylor-Forbes

Solid Bronze Metal

STORE DOOR HANDLES

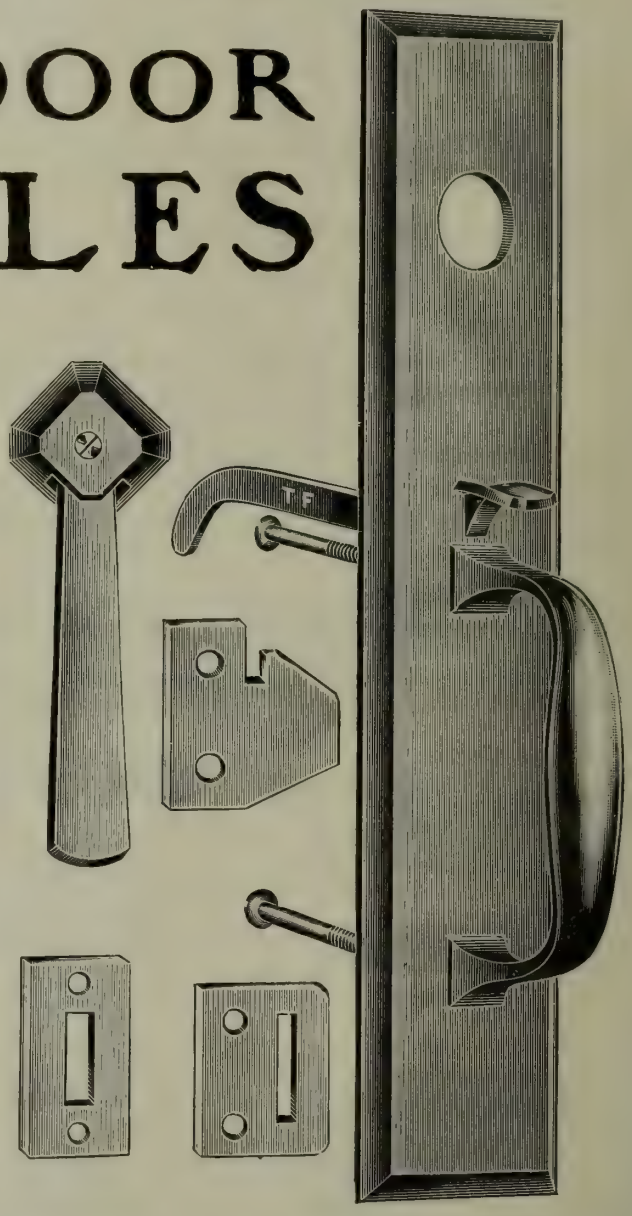
Has no near rival for superiority. This is a broad claim, but we are not making it without absolute proof.

If any salesman offers you a foreign door handle that he says is just as good as the Taylor-Forbes, make him give you a written guarantee to that effect—he will be the loser not you.

This door latch is made of solid bronze metal, has bevelled edge and is excellently finished. They are made for either right or left hand and work with ease.

The Taylor-Forbes Door Latch can be used with any standard Cylinder night latch.

WRITE FOR PRICES AND PARTICULARS



Taylor-Forbes Co., Ltd.

GUELPH, ONTARIO

REPRESENTED BY:—Taylor-Forbes Co., Limited, 246 Craig St. West, Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Travellers' Building, Winnipeg; Canadian United Mfrs. Agency, London, Eng.



The Buyer for the Home

She believes in the merchant who does business on the Quality basis—in goods whose trade mark is backed and pushed by energetic advertising.

The "Wear Ever" trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

You should have "Wear Ever" advertising—magazine and dealer aid—working for **You.**

Write

The Northern Aluminum Co., Ltd.

Toronto, Ontario

Dept. H

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P. Campbell & Co., St. John

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Griswold Mfg. Co., Erie, Pa.
Northern Aluminum Co., Toronto

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.

Ammunition
Dominion Cartridge Co., Montreal
Thos. Moore & Son, Montreal
Remington Arms Union Metallic Cartridge Co., New York

Anchors, Star Screw
Star Expansion Bolt Co., New York

Axes
Allan Hills Edge Tool Co., Galt
Campbell Bros.
The Joseph Fowler Co., Ltd., St. John

Babbitt Metal
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co. Montreal.
Tallman Brass & Metal Co., Hamilton

Bar Iron
Henry Rogers, Sons & Co., Montreal

Bar Urns
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.

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Dominion Belting Co., Ltd., Hamilton
J. L. Goodhue & Co., Danville, Que.
Sadler & Howorth, Montreal

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

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Consumers Cordage Co., Montreal
Plymouth Cordage Co., N. Plymouth, Mass.

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E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

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London Bolt and Hinge Works, London, Ontario
The Steel Co. of Canada, Ltd., Hamilton

Bolts—Expansion
Star Expansion Bolt Co. New York

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto
Tallman Brass & Metal Co., Hamilton

Brass Goods
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Tallman Brass & Metal Co., Hamilton

Bridle Rings—Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co. Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph, Ont.

Burlap
Dominion Oil Cloth Co., Montreal

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans
American Can Co. Montreal, Que.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

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Hamilton Brass Mfg. Co., Hamilton

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cash Registers
National Cash Register Co., Toronto

Castings
Corbett Foundry & Machine Co., Owen Sound

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
B. & S. H. Thompson & Co., Montreal

Chafing Dishes
Buffalo Mfg. Co., Buffalo

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S. Cheney & Son, Manlius, N.Y.

Churns
Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd., Hamiltor, Ont
Maxwell, David, & Sons, St. Mary's, Ont

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Snap Co., Ltd., Montreal
Soclean Limited, Toronto

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago

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The Western Clock Mfg. Co., La Salle, Ill.

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Red Cross Sanitary Appliance Co., Grimsby

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Corbett Foundry & Machine Co., Owen Sound

Clothes Reels and Lines
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Coal Bags
Raymond Bros., London

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B. Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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Caverhill, Learmont & Co. Montreal
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Checks
Wm. Keating, Toronto

Door Hangers
Hunt, Helm Ferris & Co., Harvard, Ill
F. E. Myers & Bro., Ashland, Ohio
Richards Wilcox Mfg. Co., Aurora Ill

Drills—Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Dry Batteries
Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto

Edge Tools
Allan Hills Edge Tool Co., Galt

Egg Beaters
Geo. G. Veness Mfg. Co., Boston, Mass

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electrical Supplies
Canadian General Electric Co., Toronto
Standard Paint Co., Montreal

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Amherst Foundry Co., Amherst, N.S.
Davidson Thos Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont
Ernest Stevens, Ltd., Cradley Heath England

Engine Supplies, Etc.
Penberthy Injector Co., Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wheeler & Bain, Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.

Fencing—Woven Wire
Anthony Wire Fence Co., Walkerville
The Steel Co. of Canada, Ltd., Hamilton

Files and Rasps
Barnett Co. G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Extinguishers
The Valor Co. Ltd., Birmingham, Eng.

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes
Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London
Empire Steel Ladder Co., Moncton
Sussex Mfg. Co., Sussex

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont
Charles Lindsay, Glasgow, Scotland

Food Choppers
Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Forgings
Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont

Glass
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass, Wired
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds
Fenton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Go-Carts, Etc.
Gendron Mfg. Co., Ltd., Toronto

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.

Hammocks
The I. E. Palmer Co., Middletown, Con.

Handles
Daniel M. Bowman, Floradale
St. Mary's Wood Specialty Co., St. Mary's, Ont
Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties
Hunt, Helm Ferris & Co., Harvard, Ill
Taylor-Forbes Co., Ltd., Guelph, Ont

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
Daniel M. Bowman, Floradale
St. Mary's Wood Specialty Co, St Mary's, Ont.
Still, J. H. Mfg. Co., St. Thomas.

Hooks
Steel Co. of Canada, Limited, Hamilton

Hoop Iron
Frothingham & Workman, Ltd. Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horse Nails
Maritime Nail Co., St, John, N.B.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

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North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

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Penberthy Injector Co., Windsor, Ont.

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Steel Co. of Canada, Limited, Hamilton

Iron Pipe
Canadian Tube & Iron Co., Montreal
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Ladders—Iron
Empire Steel Ladder Co., Moncton
Sussex Mfg. Co., Sussex, N.B.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton

Lampblack
The L. Martin Co., New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Queen City Oil Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton.

Lawn Mowers
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor-Forbes Co., Guelph
S. P. Townsend & Co., Orange, N.J.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio

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Jas. Morrison Brass Mfg. Co., Toronto

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National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

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Pink, Thos., & Co., Pembroke. Ont.

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McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

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Leslie A. C., & Co., Montreal.
Lysaght, John, Bristol. Eng.
Magnolia Metal Co., Montreal
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

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Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Metal Store Fronts
Canada Foundry Co., Ltd., Toronto
Corbett Foundry & Machine Co., Owen Sound

Motors
Bruce Stewart & Co., Charlottetown

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails
Dominion Tack & Nail Co., Galt
James Pender & Co., St. John, N.B.

Nails, Wire
Parmenter & Bulloch Co., Gananoque
Steel Co. of Canada, Limited, Hamilton
United States Steel Products Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks
Bowser, S. F., & Co Toronto
Corbett Foundry & Maodine Co Owen Sound

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Canadian Wire Goods Mfg. Co., Hamilton
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Berry Bros., Limited, Walkerville, Ont
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

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Chadeloid Chemical Co., New York
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Imperial Varnish & Color Co., Toronto

Paint Brushes, Automatic
Standard Automatic Mfg. Co., New York

Perforated Sheet Metals
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Pig Iron
Steel Co. of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

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Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont
F. E. Myers & Bro., Ashland, Ohio

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R.R. Angle Bars
Steel Co. of Canada, Limited, Hamilton

R.R. Axles
Steel Co. of Canada, Limited, Hamilton

Razors
Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
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Metal Stamping Co., Jackson, Mich.

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Rivets
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Parmenter & Bulloch Co., Gananoque
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Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope
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Independent Cordage Co., Toronto

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

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Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal
Sherbrooke Scale Co., Sherbrooke, Que

Screws, Nuts, Bolts
Steel Co. of Canada, Limited, Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Standard Silver Co., Toronto
Toronto Silver Plate Co., Ltd., Toronto

Spikes, Railway, Ship or Pressed
Steel Co. of Canada, Limited, Hamilton

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Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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B. Greening Wire Co., Ltd., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg,

Steel Rails
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
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Bowes, Jamieson Ltd., Hamilton
Burrow, Stewart & Milne Co, Hamilton
Canadian Heating & Ventilating Co., Owen Sound
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co. Galt, Ont.
Doherty Mfg. Co., Sarnia
Enterprise Foundry Co., Sackville
Chas. Fawcett Mfg. Co., Sackville
Finlay Bros. & Co., Carleton Place
Gurney-Foundry Co., Toronto.
Hamilton Stove & Heating Co., Hamilton
Harriston Stove Co., Ltd., Harriston
McClary's, London, Ont.
Moffatt Stove Co., Weston
D. Moore & Co., Ltd., Hamilton
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Record Foundry & Machine Co., Moncton
Supreme Heating Co., Welland
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock

Stove and Furnace Cement
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The Steel Co. of Canada, Ltd., Hamilton
U.S. Steel Products Co., Montreal

Tapes
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Lufkin Rule Co., Windsor, Ont

Tie Plates
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Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont

Timber Jacks
Trewhella Bros., Birmingham, Eng.

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A. C. Leslie & Co., Montreal

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The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

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Onward Mfg. Co., Berlin

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Dougall Varnish Co., Montreal

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D. Maxwell & Son, St. Mary's, Ont

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T. McAvity & Sons, St. John, N.B.
E. K. Spinney, Yarmouth
Lawrence Hardware Co., Halifax
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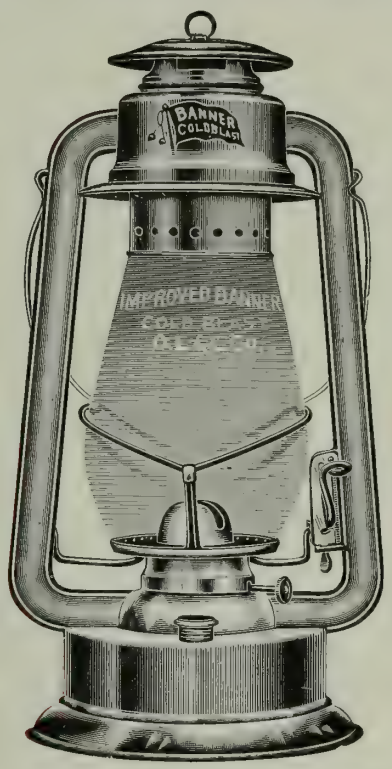
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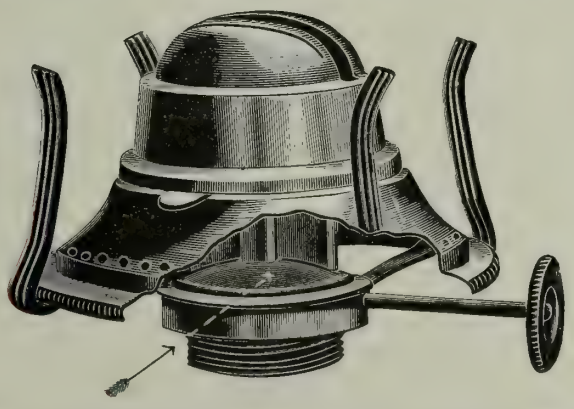
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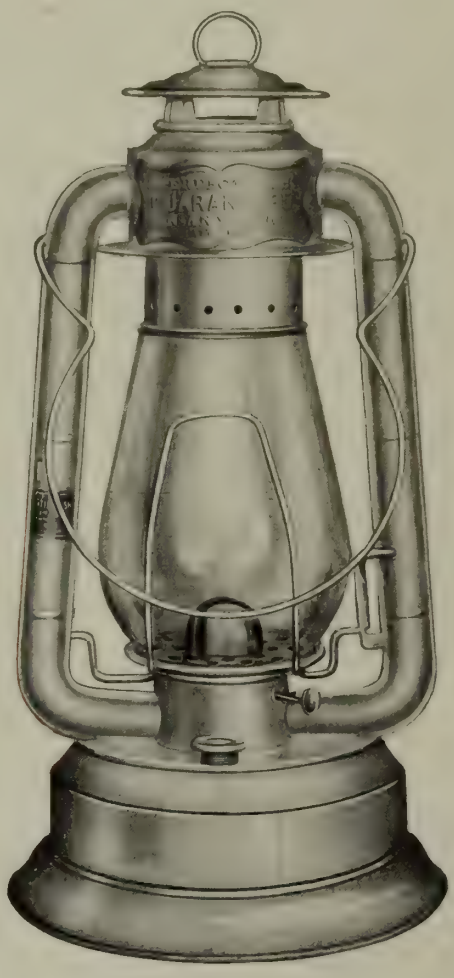
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POCKET KNIVES
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RAZORS CUTLERY SCISSORS

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Besides giving your store an attractive appearance it often effects a sale by acting as a gentle reminder to customers who would otherwise have forgotten a necessary tool if it had not been thus displayed.

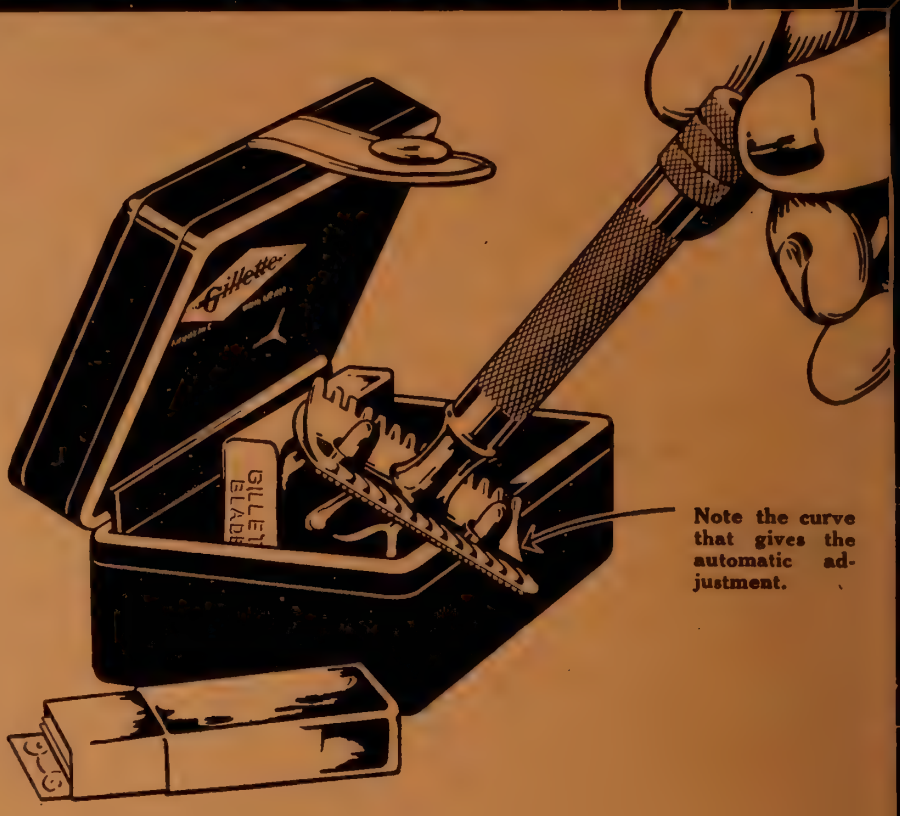
It can be used at any angle by simply changing two bolts and when not in use closes up out of the way. Arms are made from malleable iron, braces of steel and back plate of grey iron.

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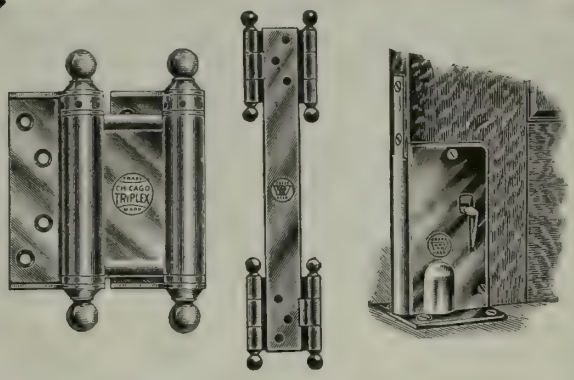
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KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

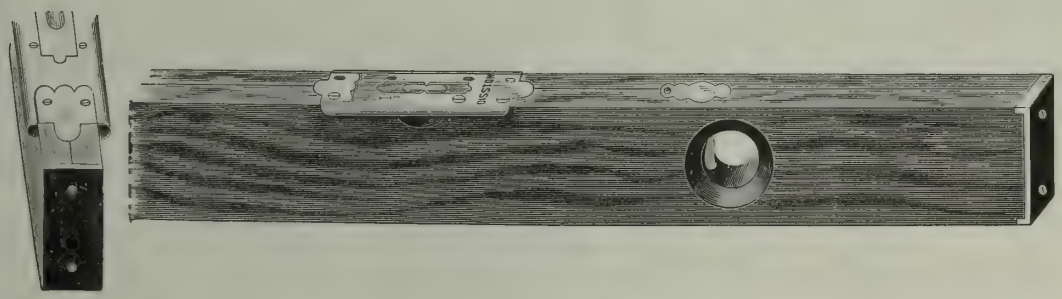
Disston PLUMBS AND LEVELS

For All Classes of Mechanics



THEY HAVE BEEN SOLD FOR NEARLY 50 YEARS.

They are of the same High Standard of Quality, Workmanship and Efficiency which has won WORLD-WIDE RENOWN for DISSTON BRAND GOODS for the past 71 years.





THE NAME

Disston is a Guarantee of Quality

"It's a Name the Dealer Can Profit by"

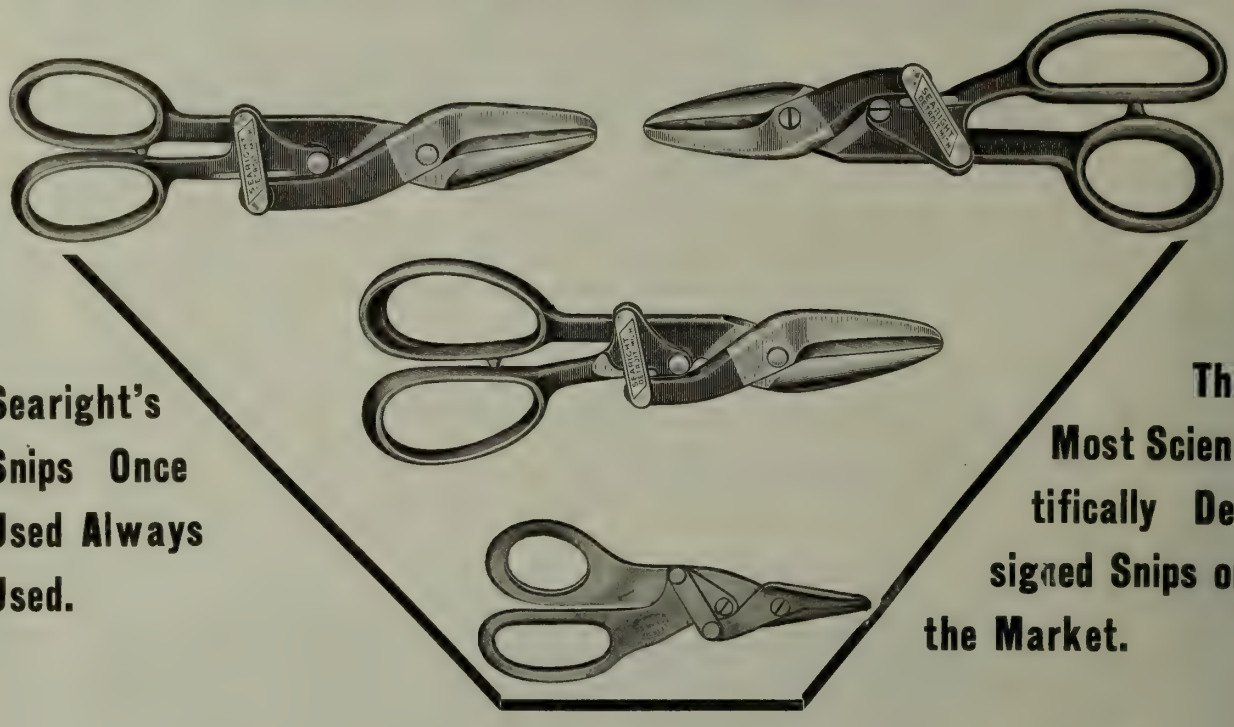
The Stock of Disston Levels is of the Best Grade of Wood, Well Seasoned and Accurately Finished. The Glasses are made of the Finest Flint Glass. The Liquid cannot freeze. The Bubble is Unerring to the Slightest Variation. The Mountings are Nicely Finished and Always Closely and Neatly Fitted to the Stock. THE GOODS ARE PERFECT.

We are headquarters for Disston Goods.

LEWIS BROS, LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

SEARIGHT'S
Compound Lever Snips



Searight's Snips Once Used Always Used.

The Most Scientifically Designed Snips on the Market.

Carry the Searight Snips in stock and you can't go wrong. They are having a large sale by the Hardware Trade, as all practical Mechanics and Tinsmiths will have no other.

They are correctly built to withstand the strain of Heavy Work without injury.

Searight's Compound Lever Snips after once used are indispensable.

WE SHIP PROMPTLY **Write for Prices and Circulars** WE SHIP PROMPTLY

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND IRON MERCHANTS

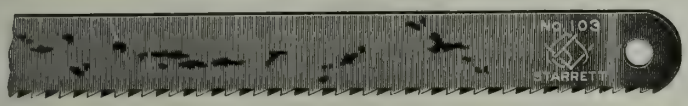
MONTREAL - - - CANADA

STARRETT TUNGSTEN STEEL HACK SAWS

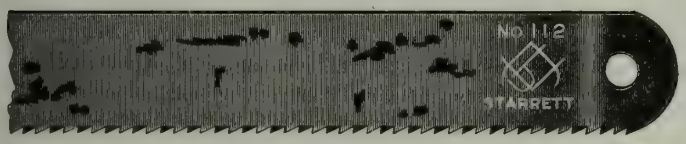
Stand up to all work a Hack Saw should do



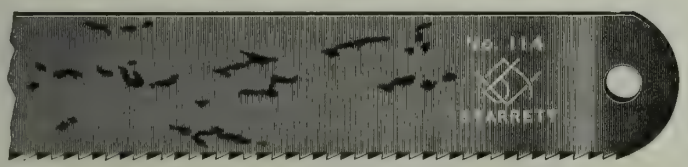
No. 102.—For cutting Sheet Metal and Tubing, 16 to 18 gauge. A popular Electrician's Blade.



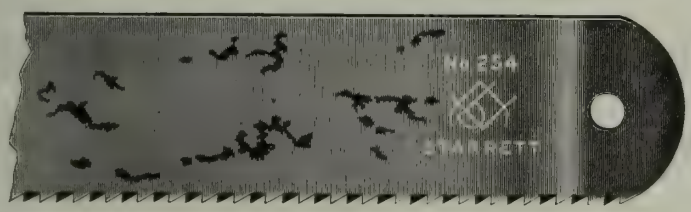
No. 103.—Will cut Cast Steel, Cast Iron, Low Carbon Steel and all solid metals under 16 gauge, for use in Hand Blades.



No. 112.—For heavy work, will cut Cast Steel, Cast Iron and all solid metals under 16 gauge. Will stand more rough usage than thinner, narrower blades.



No. 114.—For large Power Machines, 14 teeth to inch, $\frac{3}{4}$ inch wide. A good Saw for Bar Iron and Steel.



No. 254.—With coarse teeth, 12 to inch, for large Power Machines. Specially adapted for heavy work.

They cut quicker and last longer than other saws. The peculiar set of the teeth on Starrett blades gives them a great advantage over others.

Sell the saws best adapted to your clients' work, and build up a hack saw business for your store.

There is a Starrett saw for every purpose, even screw slotting.

Made by "Starrett," the Tool People.

Distributed at reasonable prices by

Caverhill Learmont & Co

Montreal

The

Steel Company of Canada

Limited





M. R. M.

HORSE NAILS



The Quality is Guaranteed by the use of Best Swedish Steel Rods

WOOD SCREWS, MACHINE SCREWS

Bar Iron Bar Steel

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods, Horse Shoes, Wrought Pipe, Wire Field Fencing.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



BANG!! TWO AT ONCE !!

Good gun you had on that trip, wasn't it? One of the best you could find. Spent quite a time selecting it, didn't you? Was it wasted time? Hmph! Look at your record—all the law allows, of course you didn't get any more, certainly not, especially with a gun like that.

Are Your Sales Arguments As Good As That Gun ?

Have You The Goods To Make Your Sales Talk Effective ?

If your efforts do not seem to be rewarded with sales as they should, why not write us and judge for yourself whether we can help you? For instance, we have a line of "SAMSON GOODS" which we guarantee to the hilt and which give satisfaction to the dealer, because his customers like the goods so well that they come back for more. It's repeat orders you know that make most of your profit after all.

Send us your order now

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE, TORONTO

WE SHIP PROMPTLY. GRAHAM NAILS ARE THE BEST. OUR PRICES ARE RIGHT.

CRESCENT BRAND
C S G Co.

BUTTS AND HINGES

Our Brand guarantees the quality and your protection.

The demand is such that we are constantly asked

How many can you deliver us?

Do you not sell them?

Perhaps that is what is wrong with your hinge trade.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Educate the Public to Better Sanitary Arrangements

by showing them a full line of

GARBAGE CANS

WITH GALVANIZED STEEL BODIES AND SEAMLESS COVERS

Designed and Constructed to Give the Greatest Amount of Strength at Points of Greatest Strain



2 sizes, with Wood Side Protectors

Nos.	400	500
Dimensions inches	17 x 25½	18 x 36

3 Sizes, without Wood Side Protectors

Nos.	30	40	50
Inches	14 x 21	17 x 25½	18 x 36



THE "ARROW" CAN

Two Sizes

No.	1	2
Inches	15 x 24	17 x 24

With or without covers



THE "REGULATION"

One Size Only

No. 4, inches 14½ x 20¾

With six wood side protectors



Three Size

No.	1	2	3
Inches	12½ x 13¼	14 x 15	15½ x 17

Supplied with bail and back handles

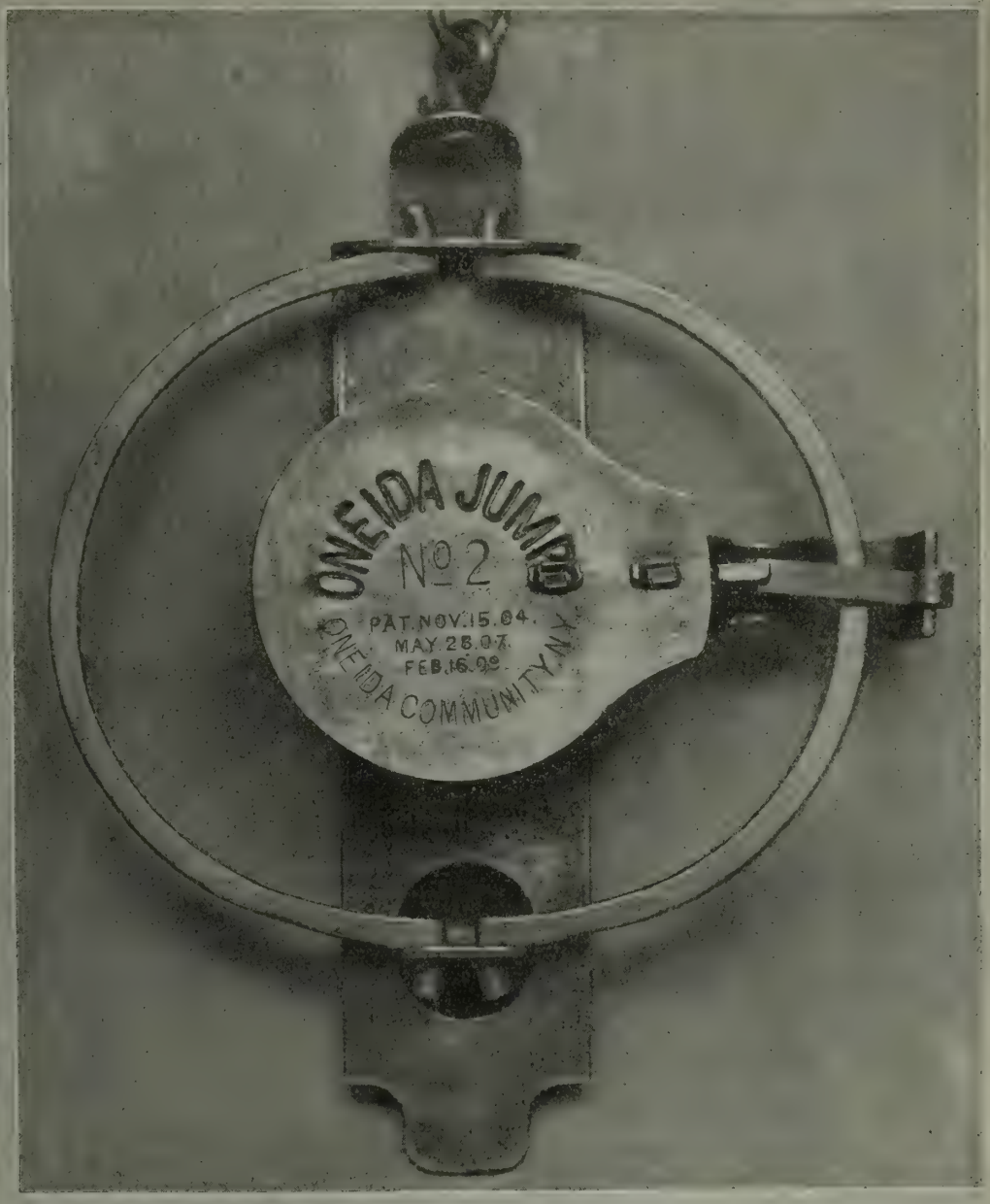
These cans are heavily galvanized inside and out after parts are assembled and made up. This is a very important feature as it prevents rust and corrosion from eating out the bottoms.

FULL DESCRIPTIVE CIRCULAR AND PRICES FURNISHED ON APPLICATION

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL AND WINNIPEG



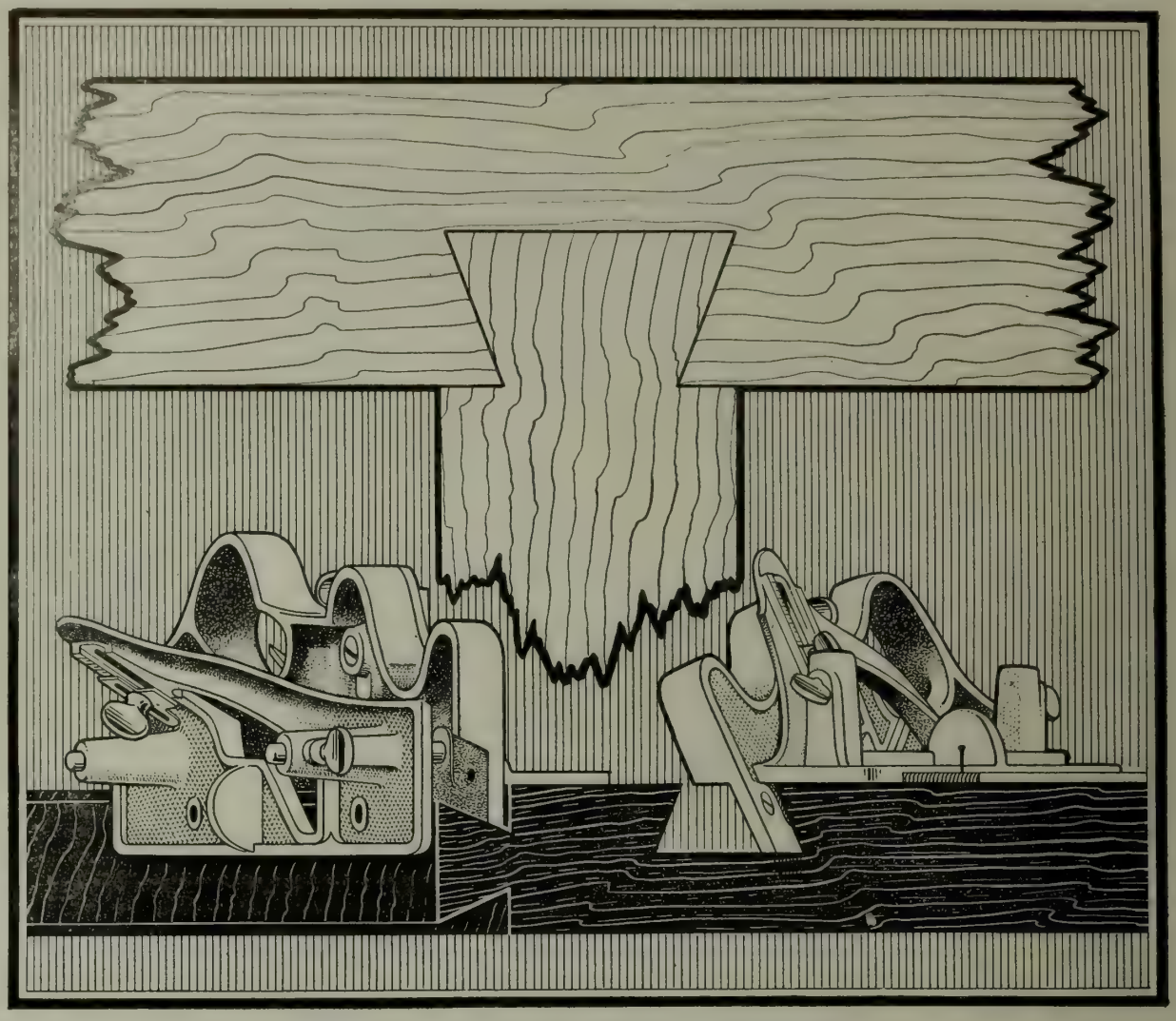


ONEIDA JUMP TRAPS

are easy to carry. Trappers like them because they are light, compact, and can be set in narrow runways.

ONEIDA COMMUNITY, LTD.,
Niagara Falls, Ont.

Also Makers of the
NEWHOUSE, VICTOR and HAWLEY & NORTON TRAPS



Stanley Tools

"444"

A Combination Dovetail Tongue and Groove Plane

Something entirely new. A Plane that will interest every user of wood-working tools in your town.

This most novel Plane at one setting cuts a dovetail groove and in the other setting a dovetail tongue to match.

Not only common dovetail joints as shown in the illustration above, but irregular dovetail joints of all kinds can be made with its use.

The operations are simple and the accurate, perfect fitting joints obtained, both parallel and tapering, will convince the workman of the utility of this unique and original tool.

Send at once for complete description, as it is going to attract a great deal of attention among pattern makers, cabinet makers, carpenters and wood workers in general.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

The Canada Glue Co., Limited

OF

Brantford, Toronto, Montreal and Vancouver

The Largest Makers of

Glue and Gelatine

under the British Flag

Can Supply any Quality in any Quantity.

BISSELL'S

"Cyco" BALL BEARING

Carpet Sweeper

Unequalled in

Sweeping Qualities, Durability
Light Running and Saleability

The only sweeper sold under a carefully devised and rigidly enforced price maintenance policy, that insures to every dealer a good margin of profit. Write for our FALL FAIR Offer---In force until September 15.

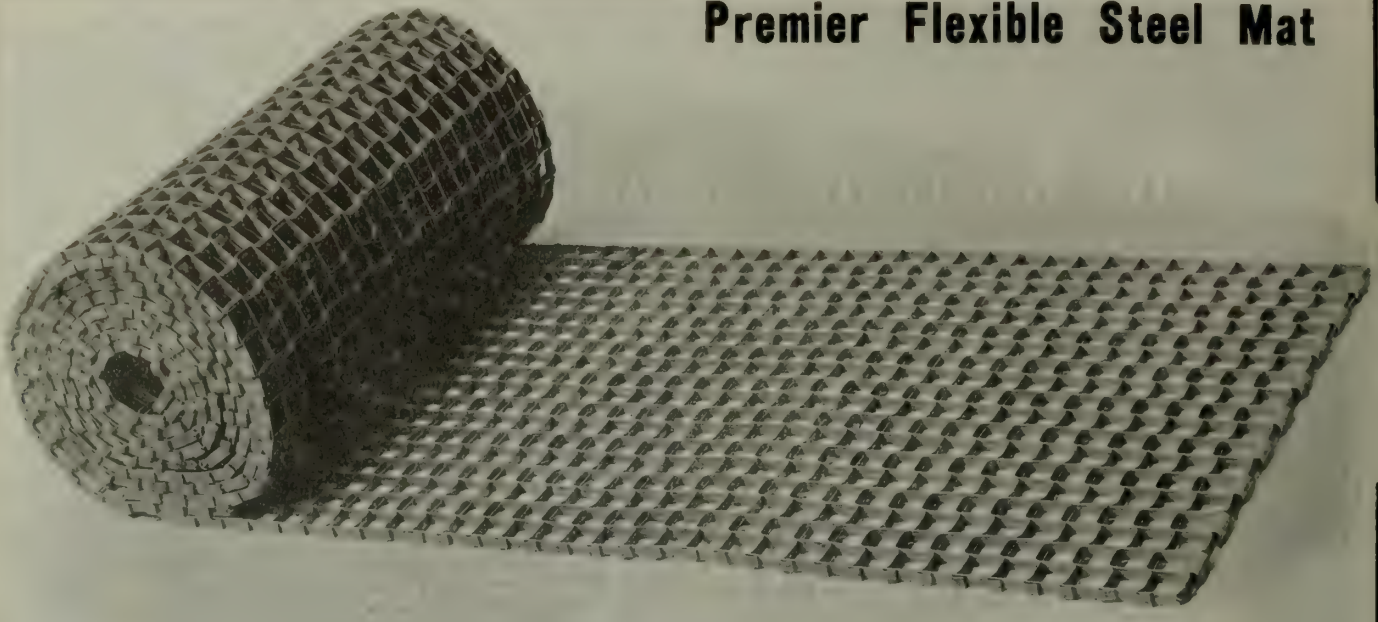
Bissell Carpet Sweeper Co.

(Largest exclusive manufacturers of carpet sweepers in the world.)

Grand Rapids, Mich.

Branches—NEW YORK, 25 Warren St. NIAGARA FALLS, CAN. LONDON PARIS

Premier Flexible Steel Mat



is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.
It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft. Special mats made to order on short notice.

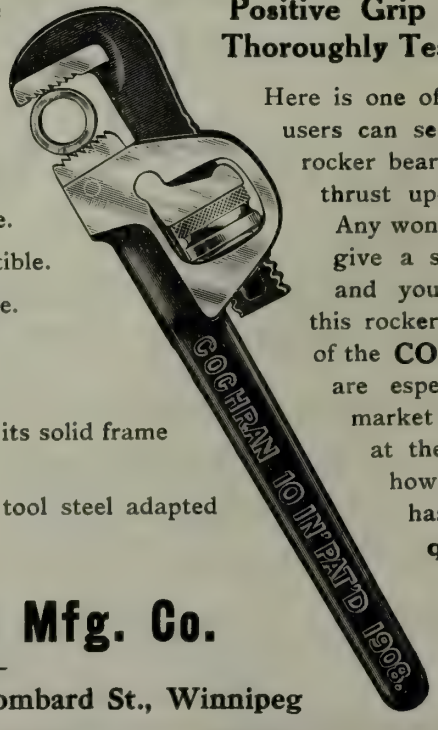
The Schultz Manufacturing Company, Limited
HAMILTON, CANADA

The COCHRAN PIPE WRENCH

Guaranteed to give 50% more service than any other pipe wrench on the market.

Your Attention Called to Some of its Features

- ¶ The frame and handle are one solid piece.
- ¶ Rocker replaces frame pin and is indestructible.
- ¶ Will positively not crush nor lock on pipe.
- ¶ No lost motion.
- ¶ Perfect grip and release.
- ¶ Cannot be injured by side pull, owing to its solid frame construction.
- ¶ Jaws drop forged from highest grade of tool steel adapted to the use of wrenches.



Positive Grip and Quick Release, Thoroughly Tested and Guaranteed.

Here is one of the secrets of success that users can see without telling them—the rocker bearing that takes the strain is thrust upon the helpless frame pin. Any wonder it **wins out?** You can give a side twist or a sudden jerk and you make no impression on this rocker feature. The selling points of the **COCHRAN PIPE WRENCH** are especially strong, and a good market means good material. Look at the end of the hook jaw—see how strongly it is reinforced. It has a **powerful grip** with a **quick get-away.**

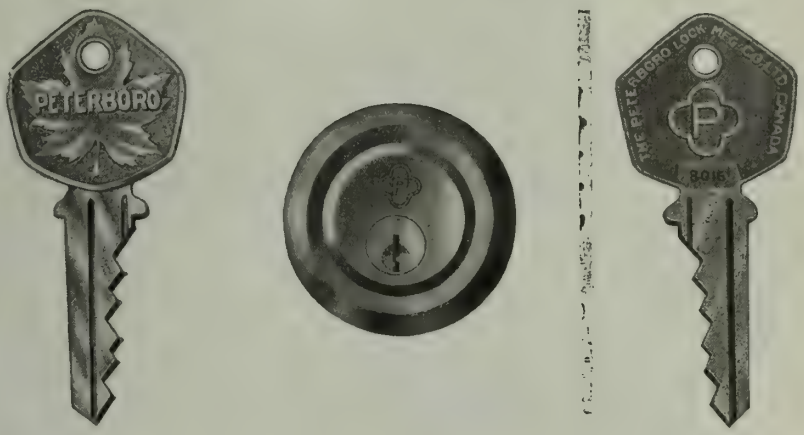
Send us a trial order, our guarantee protects you. Get them before your competitors and establish better trade.

Cochran Pipe Wrench Mfg. Co.
CANADIAN BRANCHES—
70 George St., Ottawa **156 Lombard St., Winnipeg**



Ottawa Design 02641
Plates 18x4. Grips 1½x9

Peterboro Hardware



THE STORE DOOR SET

portrayed herewith is one of the many new and up-to-date lines we now have on the market.

We are to-day making the most complete line of BUILDERS' HARDWARE in Canada, and are sparing no effort to make our line as near perfection as possible.

We are in a position to quote attractive prices on special goods in cast brass and iron.

Please send samples and state the approximate quantities required.

Our 1911 Supplement Mailed on Request.

Peterboro Lock Mfg. Co.
Peterboro, Canada



THE ANGLE LAMP

HAS NO EQUAL



for

SAFETY-ECONOMY

Convenience-Durability

LONG NIGHTS ARE COMING

and the people of your locality look to you, Mr. Merchant, for suggestions and advice about lighting their homes, etc. YOUR knowledge of lighting methods is a powerful asset, and the influence of your store grows strongly in proportion to your judgment of selecting the "best" of lighting methods as well as other lines of merchandise.

THE ANGLE LAMP HAS NO "HOPED-FOR MERITS," AND GIVES SIXTEEN HOURS OF PERFECT LIGHT ON ONE QUART OF OIL—NATURAL, BRILLIANT LIGHT, WITHOUT SMOKE, SMELL OR UNDERSHADOW, AND WITHOUT DANGER.

Our work with the merchant is co-operative, *protecting him against competition*, from any source, and while *our plan of giving him all of the profit instead of part to the jobber and part to the merchant may be a novel one, it is a winner.*

Send for Catalog No. 60 and details of Our Exclusive Distributor Proposition

THE ANGLE MANUFACTURING CO.

159-161 WEST 24th STREET, NEW YORK CITY

"GET A RECEIPT"



Putting a Receipt in Every Parcel Benefits the Customer

It prevents disputes. Prevents overcharging.

Prevents mistakes in change. Stops mistakes in charge accounts.

Insures a proper record of money paid on account.

Gives information about special sales and new lines of goods handled by the merchant.

Protects children and servants by giving them a receipt to take home.

Shows which clerk waits on each customer, and in case goods are exchanged proves the price paid and date purchased.

Putting a Receipt in Every Parcel Benefits the Merchant

It stops mistakes. Stops losses. Removes temptation.

Increases trade. Increases profits.

BECAUSE It enforces a correct record of
All cash sales. All credit sales.
All money received on account and all money paid out.

It wins the confidence of the public. Makes every sale advertise your business. Satisfies customers.

Makes each clerk responsible for the way he serves customers.

Every merchant's success depends on whether his methods of handling his business gives the above results.

National Cash Register Receipts protect millions of customers daily against mistakes and carelessness.

Considering the material, workmanship, and what they do, National Cash Registers are the lowest priced machinery made. They sell from $13.00 to $870.00.

National Cash Register Receipts protect hundreds of thousands of merchants daily. . . . . .

Ask for complete information about the "Get a Receipt" plan. Write

THE NATIONAL CASH REGISTER CO., F. E. MUTTON, Manager for Canada
285 YONGE STREET, TORONTO 136

Are You Going to Attend the Western Fair?

If so

Our Exhibit in the Machinery Building is Worthy of Your Attention

We have always had an exhibit at the Western Fair, the home of our Headquarters, but the exhibit this year will surpass all previous ones. You will see the newest in scientific stove production, such as:

New Enamelled Tile Back
Supplied on our high-grade ranges.

The "Sofco" Heater
Burns soft coal.

The "Champion Interchangeable Range"
Burns gas, wood or coal.

The "Gas Ring" for Furnaces
Supplied on Sunshine Radium Furnaces.

Display of Enamelled Ware, Etc.

These items are of interest to you. Such a visit will show you what you can get for your money. We also extend to you an invitation to visit our works—a visit that will be mutually beneficial.

COME AND SEE US

"McCLARY'S"

TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN, N.B. HAMILTON
CALGARY SASKATOON

A Profitable Line for the Hardware Dealer



¶ Ninety-five per cent. of the really wide-awake hardware dealers in the United States carry Sternauware, and it is helping them to make money and reputation. It is not in the nature of an ambitious hardware dealer to resist the appeal of STERNAUWARE.

¶ We believe that your great Dominion, with its dramatic recent advance in population and wealth and with the high Standard of living among its people, is rich in opportunities and that Sternauware, more than any other line you could keep, will help you to develop them.

¶ Write for the BLUE BOOK interesting to the hardware Dealer.

S. Sternau & Company

New York Showrooms
305 Broadway
N. W. Corner Duane St.

Office and Factory
195 Plymouth Street
BROOKLYN, N. Y.

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

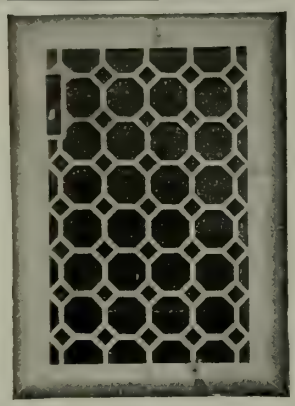
WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass	Building and Sheathing Papers	Metallic Ceilings and Cornices
Window and Leaded Glass	Felt and Asbestos Papers	Metallic Shingles and Sidings
Fancy and Wired Glass	Rubber Roofings and Roofing Papers	Sewer Pipe and Tilings
Mirrors and Bevelled Plates	Nails and Sash Pins	Plasterers' Hair, Sash Bars, Brick
Plasters, Limes and Cements	Putty and Glaziers' Points	Mantels, Grates and Tile.

No order too large or too small. Prompt shipments our specialty. Correspondence Solicited.

Cor. Manitoba and Sixth Avenue

P O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348



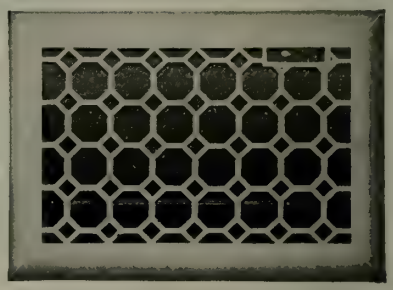
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

BELT PERFECTION



Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

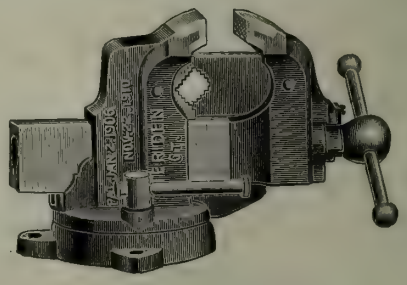
DOMINION BELTING CO.

LIMITED

HAMILTON CANADA

PARKER'S

Combination Pipe Vises



are efficient, convenient, simple and quick-selling.

They are very strong, being fitted with Solid Steel Bar Straightness, and having removable Jaw Faces made of the Best Tool Steel.

All the parts are interchangeable, and the whole vise is a compact and very serviceable tool.

The Charles Parker Co.

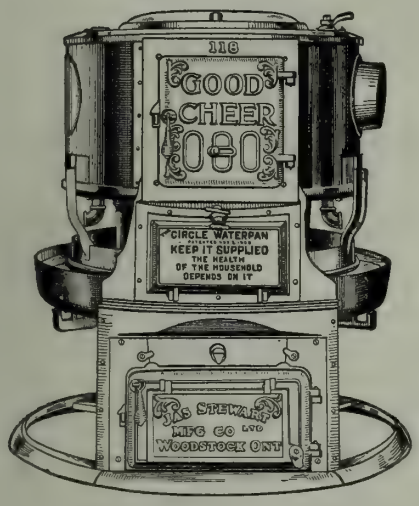
Meriden, Conn., U.S.A.

You can well believe the good reports of the

"GOOD CHEER"

WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the "Good Cheer" and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

McLennan, McFeely & Co., Vancouver, B.C.

Wood, Vallance Hardware Co., Nelson, B.C.

Ross Bros., Limited, Edmonton, Alta.

Jewel Stoves and Ranges



STYLE R.F.

Royal Jewel Steel Range

The Range of Quality.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

We also make a great variety of **Cast Iron Ranges and Cooking Stoves,** including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. **The Grand Jewel Wood Cook Stove** is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of **Heating Stoves** to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

JEWEL TRADE MARK

The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales gent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

Three In One

We have just issued under one cover new booklet containing

First illustrations.

Second descriptive matter.

Third list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

PEASE FOUNDRY COMPANY

LIMITED

Toronto, :: Canada

PEASE-WALDON COMPANY

LIMITED

Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto

Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable QUALITY

SEYMOUR SHEARS

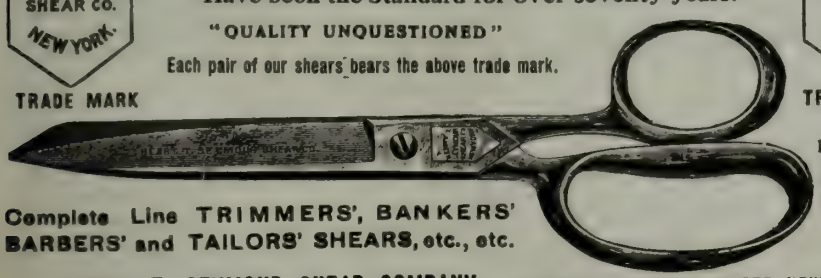
Have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

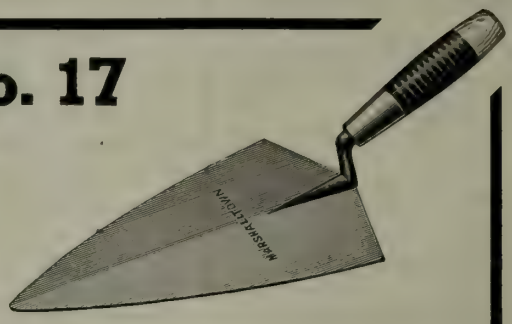


Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

New Idea No. 17
Trowel of Quality



Wider Heel

Hang is Perfect

Send for Catalogue

Marshalltown Trowel Co.

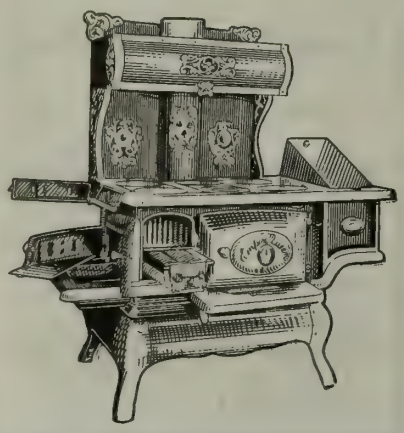
MARSHALLTOWN, IOWA

The Empire Queen Range

is recognized wherever used as the most perfect baker on the market. It is so constructed that the heat is evenly distributed, thus insuring the quickest results from the oven and from cooking holes at the same time.

The symmetry of various parts, the smooth castings, the graceful proportions and the perfect harmony of the Range, with its elegant nickel trimmings, and the fact that it is so very easy to keep clean, are features which will immediately bring it into favor with prospective buyers.





THE EMPIRE OAK

has a body that is made of heavily polished steel, mounted with a flange, forming a perfectly tight joint. It is an artistic and high-grade Oak that sells at a price that is within reach of everybody, leaving a large margin of profit for you.

Will burn either Wood or Coal.

The Canadian Heating & Ventilating Co., LIMITED

OWEN SOUND, ONT.

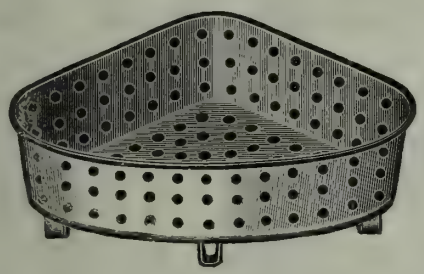
AGENTS—Canada Stove & Furniture Co., Montreal, Que. Christie Bros., Ltd., Winnipeg, Man.
M. C. Drew & Son, Vancouver, B. C.

ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND

MANUFACTURERS OF

"Judge Brand"

ENAMELLED SEAMLESS STEEL SINK BASKETS



No 122

Enamelled White/White

You are alive to the importance of cleanliness; therefore you cannot afford to pass "JUDGE BRAND" when buying enamelled sink baskets.

They are SEAMLESS and therefore easily kept scrupulously clean, as there are no seams or cavities to hold the dirt.

They are absolutely the best and most sanitary sink baskets on the market. They are beautifully enamelled and the prices are exceedingly low.

"JUDGE BRAND" is a guarantee of first-class quality and finish. Therefore when ordering, specify "JUDGE BRAND." Small orders can be enclosed to Montreal.

SOLE CANADIAN REPRESENTATIVE:—**JAMES A. HENDERSON Metals and Hardware, 234 Board of Trade Building, Montreal,** where a ful range of our samples may be seen. Illustrated catalogues may be obtained on application with discounts, duty unpaid and duty paid.

Immediate Shipments can be given.

This Stove Burns Stove Coal

Quick in Action and Always Under PERFECT Control.

The Cleanest, Safest and Most Economical Base Burner.

"Stove Size" Anthracite is better than "Chestnut" as it is purer coal, containing from 3 to 4 per cent. less slate and impurities. More pounds of real coal to the ton, burns better with less ashes, gives more heat units, holds fire longer and burns slower.

The "RADIANT HOME" is the only Base Burner specially constructed for burning "Stove" coal.

The LEAST FUEL.
The MOST SATISFACTION.

The "Radiant Home"



SAMPLE ORDER SOLICITED

Constructed at the request of the Anthracite Coal Mining Companies and endorsed and recommended by

The Canadian Retail Coal Association.

The Susquehanna Coal Co.

Lehigh Valley Coal Co.

Del., Lack. and Western Coal Co.

Phila. and Reading Coal and Iron Co.

Dickson and Eddy.

This style made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.

The William Buck Stove Co., Limited

Brantford Montreal Winnipeg Calgary Saskatoon Vancouver



S.&S. Folding Rules

In Hardwood and Boxwood

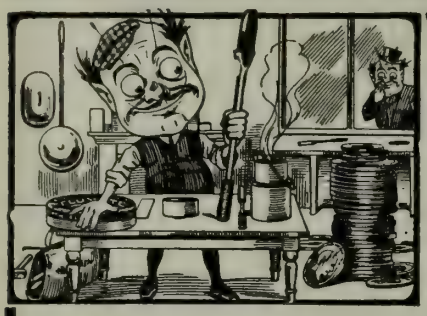
We have a complete stock in both white and yellow.

If your jobber cannot supply you' write us.

Ask for our latest Catalogue of Tools & Specialties

SCHUCHARDT & SCHUTTE

307 Coristine Building MONTREAL



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING

AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.



We are still making the best fitting eavetrough and conductor pipe in Canada.

Our other lines are Ridge Roll, Valleys, Skylights, Elbows, Ventilators and Corrugated Iron. ***Get our prices for Galvanized Iron Sheets.***

WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO, **CANADA**



WIRE NAILS

We have the latest machinery and every facility for producing best quality wire nails with perfect heads and points. Special care is taken in the drawing to obtain a regular gauge. Our Wire Nails are guaranteed full weight. Other lines we make and recommend are:

Annealed Wire and Wire Bale Ties — Very Soft and Pliable. Extra Strong
GET OUR PRICES.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

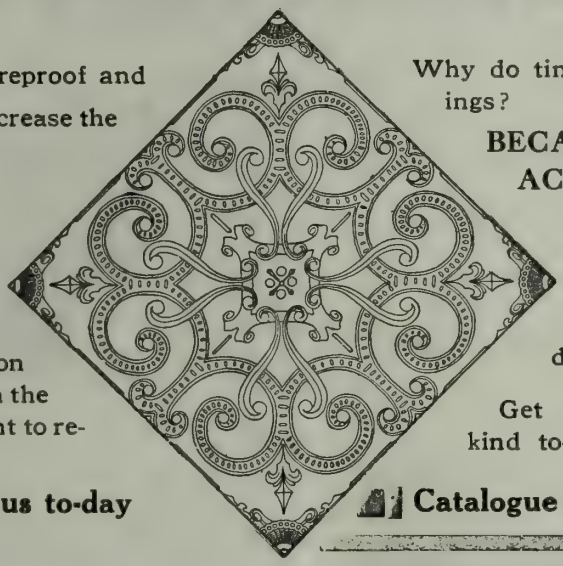
Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



METALLIC CEILINGS

"Boost Them, Mr. Hardware Man, Boost Them."

Metallic Ceilings are fireproof and sanitary. They also increase the light in a room.
"Boost them."



Why do tinsmiths prefer our ceilings?

BECAUSE THEY ARE ACCURATE FITTING CLOSE JOINTED DEAD SQUARE

and a quicker, better job can therefore be done with them.

Get handling the right kind to-day.

Metallic Ceilings carry three separate profits—on the sale of the goods, on the erection and on the paint to recoat them.

Get in touch with us to-day

Catalogue and Samples on Request.

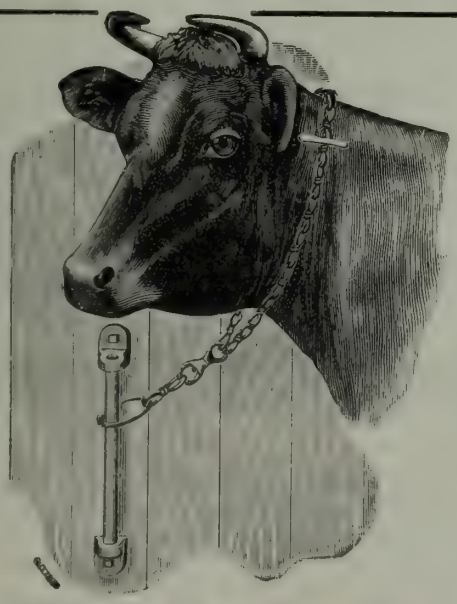
THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. **MANUFACTURERS** **WINNIPEG, MAN.**

(25)

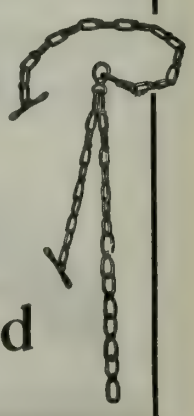
THE LINKS ARE OF UNIFORM STRENGTH IN

GREENING'S COW TIES



There can be no weak links in the Greening Cow Ties. All links are of uniform strength and made of hard drawn steel wire which gives the maximum strength for the weight of material used. The fittings are of proportionate strength, are neat and add materially to the handsome appearance of the tie. Greening's Cow Ties are the most serviceable though the lightest made.

Made in Six Different Styles



GET FULL PARTICULARS FROM

The B. Greening Wire Co., Limited

HAMILTON **MONTREAL**

A visit to our display of

Household Labor Savers

in the Process Building at Toronto Industrial Exhibition, will convince the live hardwareman that it is the line to handle, and with a little featuring will add many dollars to the profit side of his till.

CUMMER-DOWSWELL, Limited

HAMILTON, ONT.

Agents; W. L. Haldimand & Son, Montreal.

Agents; H. F. Moulden & Son, Winnipeg

$ DOLLARS for DEALERS $

SELLING

CRAB'S FOOT SCRAPERS



One of the most profitable and quick selling articles on the market. Saves housewife's time, trouble, labor and temper. Cleans sole and brushes sides of shoe in one operation. Brushes are adjustable.

Has ten parallel cleaning plates all handsomely enameled and held rigidly in place. Mud, snow or slush drops in between these plates, which prevents clogging. Brushes are made of best stiff bristles and may be quickly replaced when desired. Scraper attaches easily and quickly to any doorstep or handy place and may be easily rotated and cleaned or swept under. Lasts a lifetime. In use at all seasons.

RETAIL PRICE, $1 00

If your wholesaler cannot supply you, write us for free circular and discounts.

ONWARD MANUFACTURING CO., BERLIN, Ont.



"CROWN" PATENT STEEL SHINGLES

are no experiment.

They are giving entire satisfaction to thousands of customers all over the country.

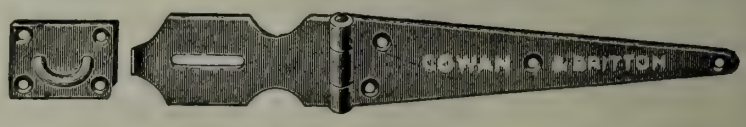
Easily and quickly laid with hammer and nails. Light, durable, artistic and inexpensive.

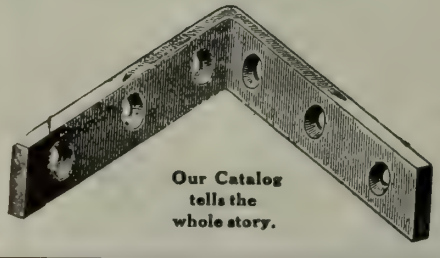
Fire, lightning and storm proof. Made from highest quality Galvanized Steel Sheets.

Write for Catalogue To-day.

McFARLANE & DOUGLAS, Limited, ***250-260 Slater Street,*** ***Ottawa, Ont.***

Builders' Hardware, Hinges, Hasps, etc.,





To secure new customers and retain both them and the old ones, you must sell the best hardware and offer it at a reasonable price. There never has been any doubt about the quality of our hardware and the price remains low as always, the lowest compatible with highest quality in material and workmanship.

COWAN & BRITTON **Gananoque, Ontario**

Established 1861.



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, :: ONTARIO

WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

Hark! Mr. Dealer!

Here's your chance for a brisk, profitable trade. Such trade comes easily to the dealer handling



Acorn Corrugated Galvanized Sheets

which are made of metal so galvanized that it readily passes the severe tests that British Government requires of such building materials. These Sheets are highest quality, yet cost no more than ordinary, uncertain kinds. And you can DEPEND on Acorn Corrugated Sheets, for they are

ACCURATELY MADE

Our powerful machines stamp each corrugation separately and make them absolutely accurate. Therefore, they fit together perfectly and are easily erected. For moderate-priced constructions, repairing old buildings, etc., they are unequalled in value. Build a reputation by selling Acorn Quality Sheets. Thus you get a grip on the trade you want. Large stocks always ready for shipment. Get full particulars.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

"AMPHIBIA"

WATERPROOF

THRESHER BELTING

When Belting gets wet it comes apart, if it's ordinary Belting, but not if it is **"AMPHIBIA"** Thresher Belting; that is just where **"AMPHIBIA"** is superior to other makes.

It is made from first-class oak leather, which is guaranteed waterproof and is so constructed as to resist every sort of dampness.

Since **"AMPHIBIA"** Thresher was first placed on the market many imitations have appeared, but there is only one belting which is genuinely damp resisting, the original

"AMPHIBIA" Thresher

When buying insist on the name **"AMPHIBIA."**

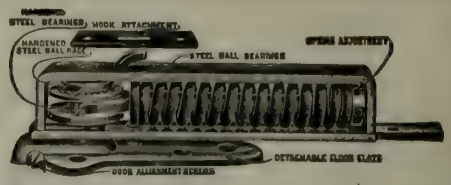
Write for Prices and Particulars.

Sadler & Haworth

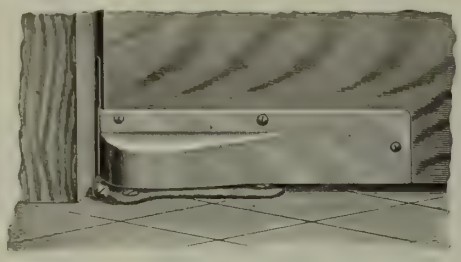
ESTABLISHED 1876

MONTREAL, 511 William St. TORONTO, 27 Melinda St.
ST JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.

ASK US WHY



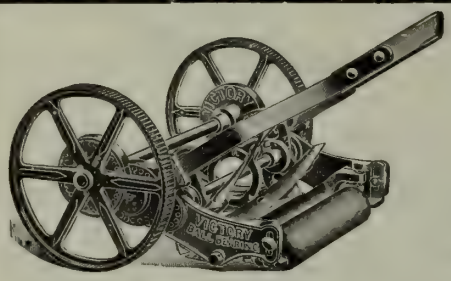
If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

TOWNSEND MOWERS

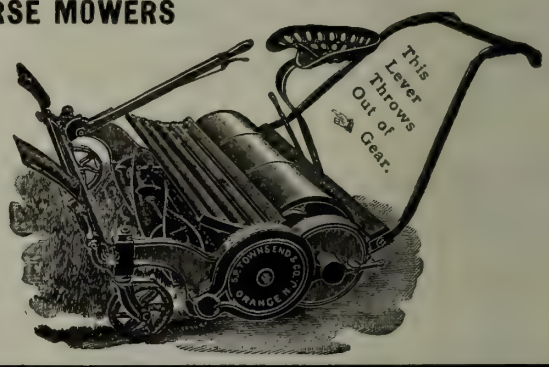
HAND MOWERS and HORSE MOWERS



This Lever Raises the Knives.

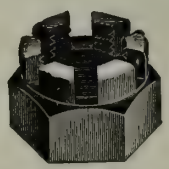
All Our Hand Mowers Are Ball Bearing

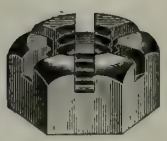
SENT ON THEIR MERITS



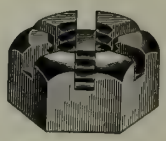
Write for Catalog

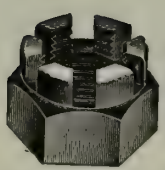
S. P. Townsend & Co.
ORANGE, N. J.



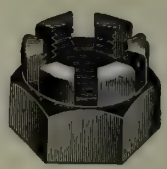


NUTS



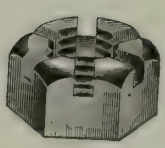


Smooth Accurate Strong



Acme Nuts are milled from the solid bar by our special Nut-making machines, and are readily distinguished from the Punched or Stamped varieties by the excellence of finish and accuracy of hole.

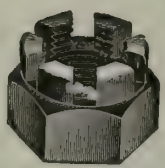
All popular sizes in Standard A. L. A. M. Plain and Castellated Nuts, also Semi-finished "V" thread carried in stock. Hexagon Brass Nuts carried in packages or bulk. Catalog and prompt quotations.



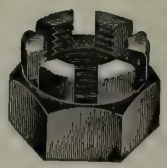


THE NATIONAL-ACME MANUFACTURING CO.

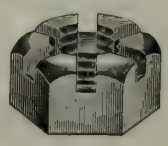
Montreal, Que., St. Elizabeth and G.T.R.



NEW YORK, 77 White St. CHICAGO, 549 Washington Blvd.
BOSTON, 141 Milk St. DETROIT, 1222 Majestic Bldg.
CLEVELAND, OHIO. ATLANTA, Candler Bldg.



Factories: CLEVELAND, MONTREAL.
Warehouses: NEW YORK, CHICAGO.





Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used these will be always used. For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

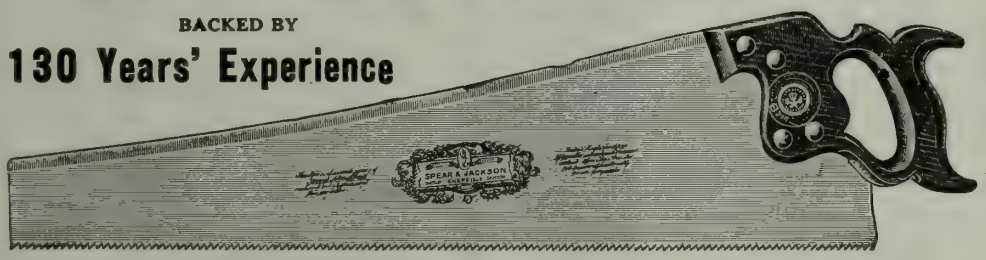


MERMAID

"THE NAME'S THE GUARANTEE"

BACKED BY

130 Years' Experience





LEAP-FROG

171-A Secret Process VANADIUM Steel
(Also Straight Back)

Extract from The LONDON DAILY TELEGRAPH

WHICH SPEAKS FOR ITSELF

As a matter of fact, the trade of which Sheffield is the centre has in the last year or two fought—and won—a notable fight. Germany was a formidable competitor; America a yet more serious one, in the matter of tools, and especially SAWS. The English makers set themselves to meet this sharp rivalry, availing themselves of a superior position alike in materials and highly specialized skill. They took full advantage of the technical schools, with their scientific teaching as to metals and the treatment of steel, and paid more attention than they have ever done before to design and finish. Their energy and enterprise won prompt recognition from the buyers for the retail trade, and within very recent days they have enjoyed the spectacle of seeing the agent of one of the most noted firms of toolmakers in the United States coming over to make a tour of inquiry as to what had come over English trade that they had lost it so entirely. The British manufacturers had, moreover, proved conclusively that, quality for quality, their products had nothing whatever to fear on the important matter of retail selling price, and their victory was complete.

IF you are not handling our Saws and Edge Tools, you are paying more for inferior goods.
Does it pay you ?

Sole Canadian Representative :

J. A. HENDERSON,
Metals and Hardware, MONTREAL

Spear & Jackson, LTD.
SHEFFIELD, England.

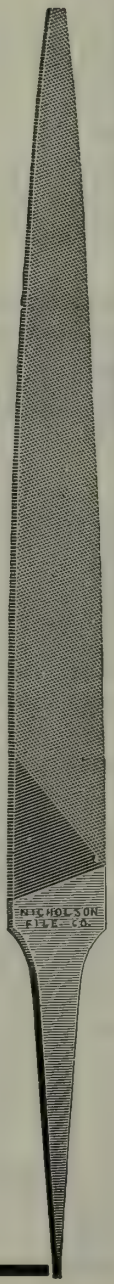


Quality Did It

Back in 1864 the Nicholson File Co. started making files with an output of 100 dozen a day to supply a local market. At the present time the files made by the Nicholson File Company sell at the rate of 16,000 dozen a day, and the market is the whole civilized world.

These are the well-known brands made by the Nicholson File Co. in Canada:

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McLellan"
Kearney & Foot
"J. B. Smith"



All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment. And we use different grades of steel for different kinds of files. As a result, Nicholson-Made Files are the fastest cutting tools of their kind in the world.

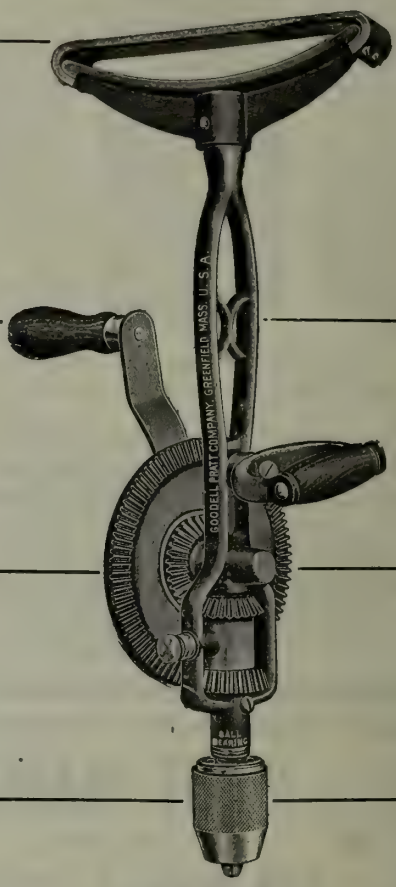
Your Jobber can Supply you.

NICHOLSON FILE CO.

(Dominion Works)

PORT HOPE, - - ONT.

Goodell-Pratt's



NUMBER

20

BREAST DRILL

A good drill for every dealer to push.

All gearing is TURNED and CUT; change of speed accomplished instantly; spindle runs in BALL BEARINGS.

Notice the "Saddle" Breast Plate; a man can push hard against this without hurting himself.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass.. U S.A.



Partial view of Trinidad Lake. The dark spots are asphalt; the streams are water on the surface.

It Pays to Know.

It pays the dealer to know what he's selling as much as the customer to know what he's buying.
But a dealer *doesn't* know when he offers his customer roofings of "special process", "secret formula", or "our own composition".
How *can* he know when the makers don't tell what their roofings are made of?

Genasco

the Trinidad-Lake-Asphalt Roofing

is roofing everybody knows about. For years we have been telling consumers (through our widespread national advertising) that Genasco is made of Nature's everlasting waterproofer—Trinidad Lake asphalt. And we tell them why it lasts.

They know what they're getting, when they buy Genasco, and that's one good reason why they get it.

If *you* know about the roofing that you have to sell you'll be better able to convince and "land" your customers. Get Genasco of your jobber and prepare for bigger sales.

The Kant-leak Kleet appeals quickly to customers. Makes roofing doubly easy to apply. Waterproofs seams without cement. Prevents nail-leaks. Ask your jobber for Genasco with Kant-leak Kleets packed in the roll.

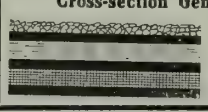
GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK REG. U.S. PAT. OFF.

THE BARBER ASPHALT
PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA
New York · San Francisco · Chicago

Cross-section Genasco Model Roofing



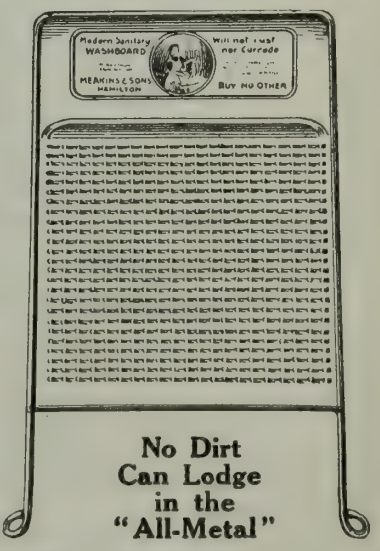
Crushed Quartz
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
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Asphalt-saturated Burlap
Trinidad Lake Asphalt

Caverhill, Learmont & Company,
Distributing Agents—Montreal, Winnipeg and Vancouver.
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MEAKINS'
SANITARY WASHBOARDS

Have the qualities which recommend them to particular buyers.

These washboards are of **metal construction throughout** and have **no wood to warp and no nails to come loose or rough edges of zinc to cut hands.** They **cannot retain dirt** because each board is made **in one piece.**



No Dirt Can Lodge in the "All-Metal"

Send for Particulars and Prices to

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Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

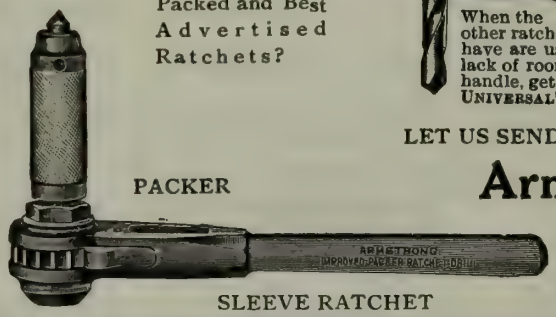


When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.

LET US SEND YOU A CATALOG



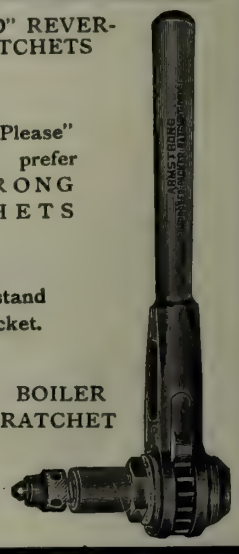
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SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
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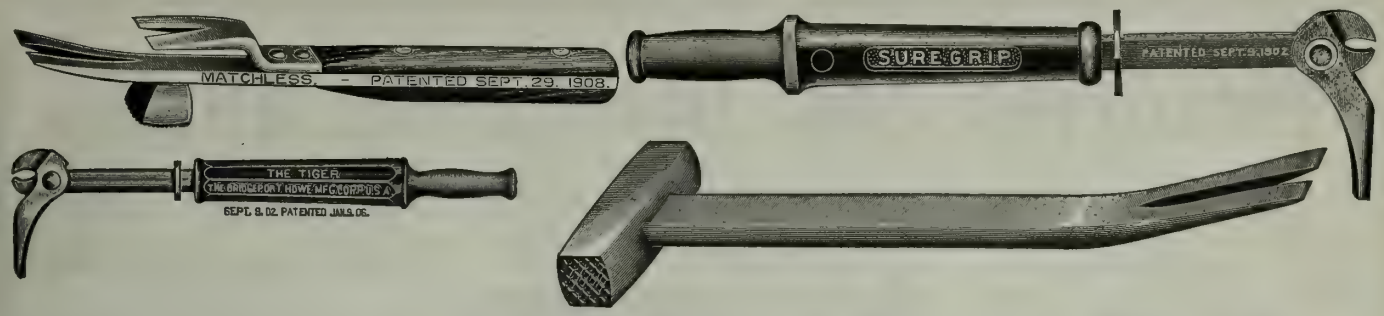
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The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.

Get the Local agency for "Safelock" Wire Fence



You will find "Safelock" the best selling line of fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

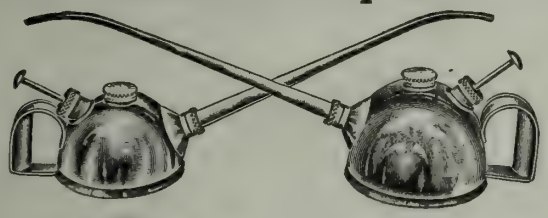
Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked, at the lock, every wire retains its full strength.

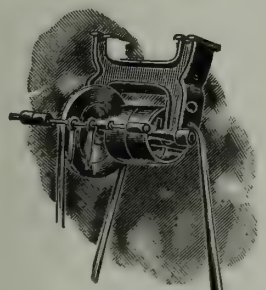
Better write us to-day about getting an exclusive "Safelock" agency for your locality

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents: The Brandon Safelock Fence Co., Brandon, Man.

Howland's Pump Oilers





For sale by all Jobbers in Canada.

A slight pressure of the plunger pumps the oil to the bearings.



Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

TORONTO Gendron CANADA

INVALID CHAIR



The divided leg-rest chair shown in the cut has wheels and metal work of steel and malleable iron, has a frame of best hard wood, while seat, back and front, are of cane webbing. The comfort and ease that it brings to the invalid and the splendid wear, resulting from the use of sturdy materials, make it a readily-sold chair.

The Gendron Mfg. Co., Limited

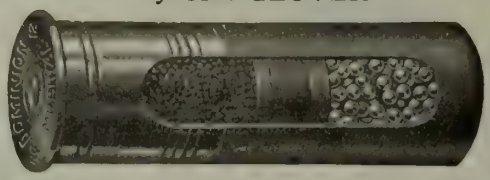
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Victories for Dominion Shells

HIGH PROFESSIONAL AVERAGE

DOMINION TOURNAMENT
BELLEVILLE
95%

By SIM GLOVER



CANADIAN INDIANS' TOURNAMENT
NIAGARA-ON-THE-LAKE
92½%

CHAMPIONSHIP OF MANITOBA—Won by F. J. HAZELTON.
CHAMPIONSHIP OF CALGARY—Won by E. J. SHINGRIN, score 96%, breaking 48 out of 50.
CHAMPIONSHIP OF REGINA.
CHAMPIONSHIP AND HIGH PROFESSIONAL AVERAGE AT STRATHCONA.

95 2/3% By CHAS. E. MINK 95 2/3%
1167 x 1220

THIS IS ABSOLUTE PROOF OF DOMINION QUALITY, as Mr. Mink made these high scores shooting at different grounds and under varied weather conditions.

SHOOT DOMINION SHELLS AND IMPROVE YOUR SCORES.

DOMINION CARTRIDGE COMPANY, Limited, MONTREAL, CANADA

MADE IN BERLIN

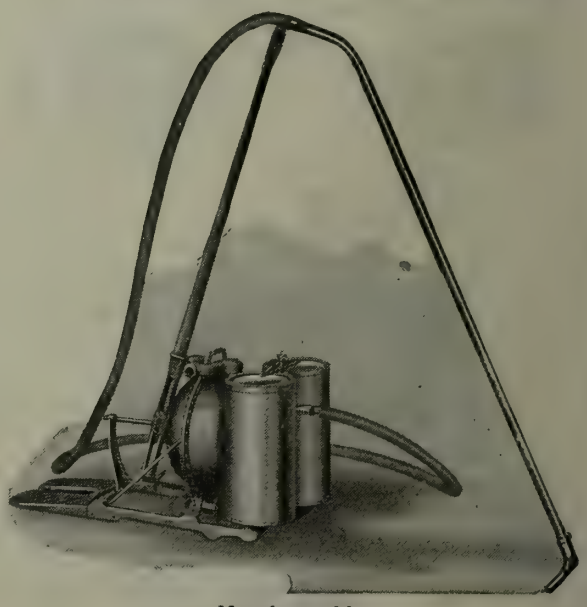
THE
"ONWARD"
AUTOMATIC HAND POWER
VACUUM CLEANER

Our new improved Models of "Automatic" Hand Power Vacuum Cleaners are now ready. The only Hand Power Machine that has proved a success, and given satisfaction. It is the standard of efficiency to-day, and will last an ordinary lifetime. Our exclusive double tank device separates 96% of the dust automatically, without the aid of screens, baffles or water. Remember this machine "Blows" as well as "Sucks."

We guarantee that this machine will clean cleaner in less time than any other Hand Power Vacuum Cleaner on the market.

Send your orders early, so you will have them on hand for Fall house cleaning.

Our discounts to Dealers and Jobbers are liberal. Send for our free circular.



Manufactured by

Onward Manufacturing Company
BERLIN ONT.
Largest builders of Hand and Electric Power Vacuum Cleaners in Canada

Fine Western Business Built by Progressive Methods

Great Northern Supply Co., Swift Current, Sask., Have Achieved Big Success —In Business Only Three Years, They Now Have One of Most Complete Stores in West—Interior Fittings of Most Modern Character.

The growth of Western Canada and the corresponding expansion of retail hardware firms in the Prairie Provinces is nowhere more fittingly illustrated than in the case of Swift Current, Sask., and of the Great Northern Supply Co. of that place.

With this store it has been a case of "growing with the town," and of even outstripping the growth of the town. When the firm established themselves at Swift Current a little over three years ago, the place was a mere village, and its population to-day is at least four times as great as it was then. But the Great Northern Supply Co. has grown even more rapidly than that, for, from a modest beginning, they have built up in this short space of time one of the finest trades in the West.

This progressive firm believe in the adage that "nothing succeeds like success." It has, therefore, been an important phase of their policy, to keep up the appearance of their premises, so as to adequately reflect their success.

The photograph of their store, which is here reproduced, shows only a corner of the sales room, but it is sufficient to give an idea of the very modern store equipment which they have installed.

The fine large silent salesman across the front is a fixture which attracts the attention of the customer immediately he enters the store. This is used for the display of fine cutlery, silverware and other lines of the more showy kind. Glass wall cases are also used effectively for showing various lines of tools. The equipment of the store throughout is of a similar high order.

Fine store fixtures are undoubtedly an encouragement to keep the stock in good order, and neatly displayed, and their effectiveness is to a great extent spoiled by a slack arrangement of goods. In some stores, though, the neatness of display which characterizes the silent salesmen and glass enclosed wall cases is lost in the ordinary shelving. With the Great Northern Supply Co. this care in arranging the stock is carried out in every part of the store, and travelers for wholesale houses state that in this respect their store ranks high among the hardware houses of the West.

The town of Swift Current will, no doubt, continue to grow rapidly, and if the past history and present methods of the Great Northern Supply Co. are any criterion, there is every reason to believe that they will expand just as surely as the town in which they are located.



Interior view, Great Northern Supply Co.'s fine store at Swift Current., Sask.

Terms of Legislation Must be Complied With

Ontario Provincial Police Department Will Enforce the Registration of all Offensive Weapons Sold—Blank Forms for Making Records Will be Supplied—The Position of the Wholesaler—New Act May Prove of Benefit to the Trade in Some Ways.

The Ontario Provincial Department of Police has decided to enforce the clauses in the new Offensive Weapons Act, relating to the keeping of records of all sales and the transmission of same to the department. The announcement has been made that, unless the terms of the Act are strictly adhered to, the penalties attached will be invoked.

The clauses in question are as follows:

3.—(1) "Every person who sells a revolver, pistol or air gun under the provisions of section 1 hereof, without keeping a record of the date of the sale, name of maker, serial number of such revolver, pistol or air gun, and the name, address and occupation of the purchaser, or who sells or exposes or offers for sale any revolver or pistol which does not bear a serial number and the maker's name, shall be guilty of an offence, etc."

(2) The record referred to in subsection 1 may be inspected at any time by any peace officer and a copy thereof shall be transmitted by the person making the sale to the Superintendent of Provincial Police within seven days after the 31st March, 30th June, 30th September, and 31st December in each year. A violation of this subsection shall render the offender liable, on summary conviction, to a penalty not exceeding $50.

These terms have not been very strictly observed. Quite a number of statements have been received but the provincial authorities are convinced that many revolvers have been sold, reports of which have not been sent in.

As the new act was framed largely with the object in view of having a "complete" record of all sales and the numbers of all revolvers sold, the department has decided to enforce the Act rigidly from now on.

Issuing Forms.

With this object in view, and to facilitate the making of returns by hardware and sporting goods dealers, the department has issued a form on which entries of sales can be made. A copy of the form is herewith reproduced. Forms will be issued free of charge in pads, to all dealers who request them. After each sale, it will be the duty of the salesman to enter particulars on a form and then file it away. At the periods mentioned in the Act, they are to be returned to the department.

Dealers applying to the provincial police department will be supplied with the necessary blank forms.

"Any dealers who neglect to make proper returns from now on," declared an official to Hardware and Metal, "will be proceeded against and fined, according to the Act. We advise them all to apply at once for the forms and see that their sales are properly recorded and that these records are sent on to us without fail."

The Wholesaler.

Since the passage of the Act, much doubt and uncertainty has arisen with reference to the position of the wholesaler. The Act does not differentiate between wholesale and retail selling and a strict interpretation would lead to the belief that the wholesaler must secure a permit to sell to the retail dealer and make returns to the department of all such transactions. So uncertain has been the position of the hardware jobber that some have resolutely refused since to fill orders for weapons, which come under the Act.

It is now stated that wholesalers must comply with the Act, by sending in returns of all sales made, together with the serial numbers. This is being done by practically all of the jobbing houses.

Do Dealers Gain.

The object of the Act, primarily, was to reduce the amount of crime in the province. The authorities believe that this will be accomplished by the restrictions placed and by the lever which the police will have in future, as a result of their knowledge of where every revolver and offensive weapon, sold in the province, has gone.

Hardwaremen have felt, however, that the terms of the Act were inimical to the best interests of the trade. While sympathizing fully with the authorities in their desire to eliminate deeds of violence, they have claimed that the new legislation imposed hardships on them.

The provincial authorities contend that, in the long run, the hardwareman will gain by the new measure.

"The Act cuts off the sale of the cheaper revolvers absolutely," declares Inspector Rogers. "All goods sold must be stamped with the maker's name and the serial number. No cheap foreign revolvers, therefore, can be sold in Ontario, so that all sales made from now on will be of good quality revolvers. Men who want revolvers, and would have been content with a cheap variety, will now buy a first-class one. The hardwareman will benefit in that way."

Sales Confined to Trade.

Chief of Police Grasett, of Toronto, while in attendance at the meeting of the Chief Constables of America in June, made the significant statement, in discussing the effect of the new legislation, that "since that law has been passed you can't buy a revolver in a pawnshop or second-hand shop." The statement referred to Toronto but the same condition, according to Inspector Rogers, holds good throughout the province. The tendency, under the new Act, is to confine the sale of all weapons to hardware and sporting goods stores. This, again, will prove of benefit to the trade.

OFFENSIVE WEAPONS ACT

Name of Maker .....

Serial No ..... **Calibre** .....

Permit Issued by .....

.....

Date of Permit .....

Permit Issued to .....

.....

Weapon Sold by .....

.....

Date of Sale .....

Notification Received by Supt. O. P. P. .....

.....

Official Forms for Reporting Sales Under Offensive Weapons Act.

The Coming of the Motor Cycle

Self-propelling Machine, so Popular in England and the United States, Now Being Extensively Bought in Canada—Prospects for an Infinitely Greater Demand —A Chance for the Hardwareman.

In days gone by hardwaremen took up the sale of bicycles to their own great benefit. Now, it appears, a new field presents itself, for in many places hardwaremen are best able to handle motor cycles, and motor cycles are coming to the front with a rush. Last year a few were to be seen. This year it is impossible to walk the streets of the larger cities without passing several of these self-propelling bicycles, and the dealers state that there is hardly a corner of Ontario where one or two motors may not be found. In the eastern and western provinces, too, they are being used. Indeed, the pioneer work has now been done, and as motor advertises motor, there seems no reason to doubt the predictions of the dealers that there will be a greatly increased demand next year.

The possibilities of motor cycles are now showing themselves. No longer are they used alone by novelty-hunting, excitement-hunting, young men. Now they have found their way into business and into social life. They are being employed to accelerate the trips of electricians, plumbers and fruit men. Equipped with back saddles or with side seats, they are being ridden by two, and, as everyone knows, "two is company."

"Canada," said one dealer, "is a little behind England and the United States in this one respect. Across the water, motor cycles are being used by thousands upon thousands. Women ride as well as men. By means of side-seats men and women ride together. It is getting to be that way in the United States, and the same conditions are developing, and developing fast, in Canada."

An idea of the growing sale is given by Mr. Percy McBride, the Toronto sporting goods man. "I started to handle motor cycles extensively this season," said Mr. McBride. "When commencing, I said to one of my clerks, 'I'll be well satisfied if we sell fifty this year.' But we have done better than that. We've disposed of 75 already, and we expect to dispose of a good many more during exhibition week."

"Yes," continued Mr. McBride, "a good many of the machines go to young men, but not all by any means. I have sold eight cycles to one electrical fitting firm, and eight to a fruit concern. All these were not bought at once, but those first secured rendered such service that more were ordered."

Speed is the quality which the dealers want and which the motor cycle can give. The Electrical Fitting Company has its men go about on the cycles. They ride directly to the house where they are to work. They waste no time waiting for cars. They travel faster than a car, anyway. With the motor cycle they can attend to many more jobs in a day than they could without.

So with the fruit men. The Toronto firm which has taken eight cycles contracts for the crops of various farmers. On the motors the buyers get out after these. They cover much more territory than they could in any other way. They actually save money, too, for the cost of running a motor cycle is small, much smaller than horse hire.

At Walter Andrews' sporting goods store further news of the use being made of the motor cycle was gained. "A man was in here to-day," said one of the clerks, "to have a back saddle put on his machine. Yes, that will enable him to carry a passenger wherever he goes. We expect to equip some machines with basket side chairs, too."

Indeed, this easy chair style of riding has already been introduced in Toronto. One night last week a gentleman of middle age sped along Bloor Street with a lady sitting easily in a comfortable wicker chair fastened to the side of his machine. A third wheel supports this, and it appears to travel so easily that it makes no difference in the speed of the cycle.

This side seat has not become common as yet, but indications are that it will become so. It enables people of moderate means to go for extended pleasure rides, and is not nearly as conspicuous as one might think. Moreover, the more chair cycles there come to be used the less will people notice them.

According to the estimate of the dealers there are upward of 400 motor cycles in Toronto now, much more than double the number used last year. How many of these rapidly-moving machines there are in the province no one seems to know accurately. But one thing is certain, it is a growing number. F. W. Dunn, of the sales department of the Canada Cycle & Motor Co., states that the output of that factory has been five times as great this year as last. And Mr. Dunn expects that the sale will be more than doubled next year. "The more machines sold the greater is the demand created," he remarked. "The machine is not for young men only, and people are coming to recognize this. It can be used by all, for pleasure and for business. It can be used by the man in the country, or in the small town, as well as by the man in the large city."

The business in motor cycles is in its infancy, though it is a bounding infant. Many fields are as yet practically untouched. There should be good opportunities for progressive hardwaremen to add this line of goods to those they now handle. Some have already done this with good results.

DANGER IN OILY RAGS.

Kingston, Sept. 1.—H. W. Marshall's hardware store had a very narrow escape from being destroyed by fire a few nights ago. One of the clerks, Frederick Moxley, went into the store at 10 o-' clock, at night, to leave in his bicycle for the night, and he found the place filled with smoke. It is believed to have started from spontaneous combustion caused by leaving oily rags used in cleaning of saws, on the shelf. If such was the case, hardwaremen cannot be too careful about leaving rags around in this way.

S. Finkle, traveller for the wholesale hardware firm of E. Chown & Son, of this city, living in Kingston, will shortly leave to take up his residence in Tweed, as that point is more convenient for him, in his work.

HAVE PURCHASED PLANTS.

The Hall, Zryd Co., Grimsby, have purchased the idle plants of the Parkin Elevator Works and the Dominion Heating and Ventilating Co., at Hespeler and will move as soon as the busy season is over. It is their intention to make a large addition to the moulding shop at the elevator plant and plans are being prepared. The addition will be 37x60 feet and, when completed, will give the company a moulding shop 60x85 feet. It is stated, however, that a much larger moulding shop will be built next season. The present addition will be completed not later than December 1.

It is stated that a majority of the hands of the Hall, Zyrd Co. have signified their willingness to remain in their employ and become residents of Hespeler.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

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PUBLISHED EVERY SATURDAY

GETTING IDEAS AT THE EXHIBITION.

One sees a number of hardwaremen among the thousands who are daily visiting the great annual exhibition at Toronto. They are present from every part of Canada. Of course, the dealers from Ontario points predominate, but a commercial traveler for a Toronto house, who makes his headquarters in Vancouver, remarked to Hardware and Metal that he had seen a number of people from the western city. Many other hardwaremen are in attendance from almost equally distant cities.

There is every reason for the hardwareman who can possibly do so, to visit the Exhibition. Just at this time of the year, when purchases for the fall and winter trade are being made, such a visit cannot fail to be of great benefit. There is no other place where the hardwareman, in a short time and within a limited space, can actually examine so may different products in his line. He has the best of opportunities for sizing up these different goods with reference to their adaptability to his particular trade.

Then there is another point to consider. The Exhibition is always utilized by manufacturers to bring out any useful novelties that they may be producing. Many of these are suitable for the hardware trade, and the hardwareman gets a line on goods which may prove to be splendid sellers with him. Furthermore, by observing the methods of the demonstrators in the booths, he will be sure to gain some valuable ideas on how to sell these goods in his own store.

As an enjoyable outing, the Exhibition has many inducements for the hardware dealer, but it also affords a splendid opportunity for gaining ideas which will be of material benefit to his business.

INITIATING BUSINESS.

Various qualities make for success, but high on the list must be placed initiative; that ability to do something which has not been done before; that power to make things come as they should. Such is the quality needed by hardwaremen as by all other tradesmen, and yet in how many cases is it lacking or allowed to lie latent?

There are men in the trade who open their doors every morning, sell to those customers who come, close up at night and go home. Sometimes, perhaps, they wonder why business is not growing. There is no money in hardware now, they say. If a man gets a living he is doing well.

These are the men who never initiate. They take things as they come, and in the hardware business as in other lines those do not serve many who only stand and wait.

Initiating business. What does it mean? It means looking about and seeing what other people need. It means casting the vision forward and seeing what others are likely to need. Then it means taking such steps as will convince others of their need.

A merchant reads of some new product. It seems a good thing. "But," he says, "none of that is sold here. I could make nothing from handling it." He lacks initiative. Another man reads of the same product. He secures the agency. He advertises the article. He talks it. He demonstrates it. He makes others talk about it. In short he creates a demand for it and then he sells it. That is initiative.

Initiative may show itself in many ways, but always it brings business. It is the quality worth cultivating. It enables the hardwareman to grasp all opportunities. It aids him to induce farmers to paint their barns. It is his initiative which leads the farmer to buy wire and mend his line fence. Initiative is among the trademan's greatest assets.

But far more than the tradesman the average customer lacks initiative. Few people there are who quietly plan their purchases. The majority have their attention directed to some article. They see the advantages of it. They want it, and like the much advertised baby, they won't be happy till they get it.

The tradesman's initiative has secured their trade.

THE CROP SITUATION.

So much depends on the size of the western crop, that speculation is indulged in for months before the harvesting is over. The least change in the weather, threatening the crop, causes alarm from one end of the country to the other. Estimates are made on all hands and predictions of total loss are heard at every temporary setback. The present season has had its ups and downs, its alternate periods of elation and gloom, but all uncertainty seems at last to have vanished and there is now every surety of a good harvest.

The weather of the past two weeks has been a little unsettled. Thunderstorms have caused anxiety in some sections and frost has been felt in others, but in no case has any serious damage resulted. Reports from reliable sources indicate that the crop has come through the last stage safely and that the estimates made previously are likely to be confirmed. The general opinion now seems to be that the wheat crop will total somewhere in the neighborhood of 200,000,000 bushels. While this estimate may prove high, the total should not fall far short of this figure.

This spells a continuation of prosperous conditions in the West and, as a natural sequence, in the east as well. With the prospect of plenty of ready money in the West, manufacturers will determine their policy for the immediate future with more confidence. The retail trade will benefit directly and there is every reason to anticipate a brisk fall and winter business.

The ending of all uncertainty in the West will bring a very marked stimulation of the demand for stoves. Western dealers are inclined to delay the placing of their orders until they can tell with some degree of certainty what size the crop is going to be. With their fears laid at rest, they should now be in the market for immediate and ample requirements.

ADVANCE IN WHITE LEAD FORECASTED.

Readers who have been closely following the pig lead situation as outlined in our Metal Market reports, know that a somewhat critical condition has existed in that market for some little time. The closing down of the Trail smelter in consequence of labor troubles in Western Canadian mines, has taken domestic lead off the market, and consumers in this country have been confined to the use of imported brands. Stocks all over the world have been light, the greater part of the visible supply being in the hands of a strong syndicate. Consequently, prices have been advancing, and consumers have been buying simply for their immediate requirements. Another circumstance which put more than the usual premium on spot deliveries, was the transportation strike in Great Britain. Stocks which had been small, became almost nominal, and buyers found it difficult to obtain supplies.

Now, as lead, when corroded, becomes white lead, it was but natural that the price of white lead should advance accordingly. Only two or three weeks ago, Hardware and Metal chronicled an advance of fifteen cents per hundred pounds. Since that time pig lead has continued to climb higher, and the indications, at time of writing, are that a further ten cents will be added to the price immediately, unless there is a break in the pig lead market, which seems improbable..

An instance which shows the trend of the market, may be related. The branch office of a large lead corroding plant, about the middle of the week asked the head office for a quotation on a car of dry white lead, for a firm of grinders. Two letters were dictated in reply, one of which quoted a certain price, and the other, written later in the day, stated that a further advance in pig lead had occurred, and that the price quoted would not hold good for more than a day. This would indicate that an advance in dry white lead is imminent, and it would no doubt be followed by higher quotations on white lead ground in oil.

EARLY SHIPMENTS ADVISABLE.

The stove manufacturers report that many dealers are holding back in the matter of placing their orders or are delaying the shipment. A large number, who ordered for shipment this month, have since had the date of delivery changed to a month or so hence. While this tendency is not general, enough have been holding back to insure a first-class blockade in the matter of shipments next month.

The dealer who delays in this matter is practically certain to find it very difficult to secure his stock just at the time he desires it. At present the manufacturers find no difficulty in gettting the orders out complete and on time. Later in the season, emergency orders will be flooding in and it will be found impossible either to fill them completely or to ship right on the minute. The dealer who orders a supply of stoves for a certain date, may get some of them at that time but he will possibly have to wait for the rest. This is not the manufacturers' fault. With orders from all sections waiting to be filled, he does the best he can, sending out complete shipments wherever possible. But it is not always possible.

It would pay the hardwareman to arrange to get his stock in early, even if some inconvenience, in the matter of finding room for the stoves, should arise. Much trouble and perhaps loss of sales later on would be avoided.

THE OFFENSIVE WEAPONS ACT.

Since the new Offensive Weapons Act went into force, the Ontario hardwaremen have felt that they have been laboring under difficulties. There can be no doubt that, in some sections at least, the number of sales of revolver has been very materially cut down. There is also a certain amount of red tape connected with each sale under which the dealer is inclined to chafe.

It develops, however, that the situation presents some points in favor of the dealer. For instance, the Act prohibits the sale of cheap revolvers. The ultimate effect of this provision will be to create a more general demand for the better grade of goods. As men who want revolvers, will have to buy the best, the dealers will benefit accordingly. Then the effect of the Act has been to prohibit the sale of offensive weapons in second-hand stores and pawnshops, so that the hardwareman will be relieved of very formidable opposition in catering to the revolver trade.

The wholesalers have been laboring under difficulties also since the Act was put into force, but we are pleased to state that matters have now been adjusted.

POINTED EDITORIALS.

To get customers inside your store make the outside attractive.

* * *

In order to interest the prospective purchaser the salesman must be interested himself.

* * *

Those handling them might remember that this is a good time to push the sale of lightning rods.

* * *

A Caledonia dealer is advertising "spring" paints. A little revision of the ad. would increase its effectiveness by about 500 per cent.

* * *

With harvesting drawing to a close, the "ready money" season begins. Would it not be a wise move to see that those outstanding accounts were settled now?

* * *

Watch for the details of the stove window dressing contest, which will appear shortly. In the meantime, if you have a good stove display, get a photograph of it.

* * *

One of the surest tests known for poor or adulterated turpentine or linseed oil is to use it. In a short time, the job it was used on will bear conclusive evidence as to the purity, or otherwise, of the material.

* * *

The Provincial authorities are issuing blanks for the making of returns on the sale of articles which come under the new Offensive Weapons Act. But will the retailers have any sales to enter?

* * *

It will soon be time for the aggressive advertiser to begin solemnly warning the public that there are only 90 more days until Christmas and that it is time to think of holiday shopping.

* * *

The percentage of farmers in this country who have their barns painted is extremely small—smaller than in other countries. Is not the retail paint dealer responsible for this, to a certain extent?

* * *

"Bright Buying Brings Business," asserts a contemporary. It might with equal truth be asserted that Methodical Merchandizing Makes Money and also that Consistent Collecting Corners the Cash.

Advertising in the Hardware Store

Live Dealers Find Oportunities for Printed Salesmanship in the Store—Use of Hangers Supplied by Manufacturers.—Neatly Written Show Cards Create Sales—A Good Form of Intensive Salesmanship.

The prime purpose of newspaper advertising is to bring people into the store, and window displays are a powerful asistance in accomplishing this result. But, when the customer visits the store, and makes the one or two purchases that he had in mind, the possibilities of advertising have by no means been exhausted on that customer.

Of course a good interior display is one of the first requisites of advertising in the hardware store, but even granted a store with the finest fittings, with goods displayed in the most attractive style, there is still room for advertising in the store. Some merchants recognize this, and are taking full advantage of their opportunities; others recognize it, but their efforts to advertise in the store are rather crude; still others do not seem to care about the advertising possibilities afforded by the interior of their store.

Using Manufacturers' Hangers.

One of the most obvious forms of advertising in the store, lies in the proper use of hangers and signs provided by manufacturers. This is a very common form, too, for there are but few hardware stores in which these hangers are not displayed. The trouble in most of them, is that they are simply hung up without spending much time in considering where and how they should be placed, so as to secure the greatest advertising value, and add most to the appearance of the store. They should never be so placed as to detract from the general neatness and effectiveness of the display.

For the most part, it will be found advisable to use these signs in that part of the store where the goods referred to are stocked or displayed. If this is not feasible, at least show them in the vicinity of similar or related goods. The idea is to use signs of this kind for their suggestive value. The customer, on viewing the signs or hangers, should feel a desire to buy the article mentioned. This idea should be kept in mind when allocating the various signs and hangers provided. Those which possess this suggestive value, should be given the preferred positions.

The Use of Sign Cards.

But it is probable that clever and well written sign cards will bring even better results than the manufacturers' hangers. In this connection, a clerk who has mastered the modern art of sign writing may become one of the store's most valued assets. The course of instruction, prepared by an expert, which is being given in Hardware and Meal, should prove of incalculable benefit to clerks who are ambitious to succeed in card writing.

One of the difficulties in card writing is to arange the wording so as to both interest the customer and arouse in him the desire to buy. In composing the wording, do not allow the wish to create something humorous or amusing to overshadow the main purpose of the card—to sell goods. Very often, a card is produced which causes smiles or even laughter among all who observe it. But another one which simply states a prosaic fact about some article, at the same time quoting the price at which it is sold, is found to be more effective in landing business.

Avoid Generalities.

Too many show cards are given over to somewhat meaningless generalities. They procalim, in a vague way, the superiority of the store over any competitors, or they simply play upon words which mean little or nothing.

To the amateur card writer, we would give the advice that he should avoid generalities, which do not prove anything, and are not likely to convince a customer. Let it be your sole aim and object to make your show cards produce results. Do not approach any nearer to generalities than to give prominence to some definite phase of the store's policy—something which will help to show the customer that the goods he might buy, would be strictly as represented to him. If the firm are in the habit of giving a guarantee with their goods, a feature should be made of this, on a well written card.

It is when applied to the sale of particular articles that the show card is specially effective. As a part of the display, there should be a neat card setting forth the desirability of the article and any interesting but brief facts as to how it is used. The price should invariably be quoted. By following out this plan it will be found that many customers in looking around the store, are attracted by the show cards, decide that they are in need of this or that, and make three or four or possibly more purchases where they had only intended to make one.

CHANGE IN FIRM NAME.

The firm of J. A. Henderson, Montreal, which for many years has been engaged in the import trade as agents for leading British and American firms in their respective lines, will in future be known as Henderson & Richardson, general metal and hardware merchants, Montreal, Mr. Henderson now having associated with him Mr. Richardson who for a great many years has been engaged in the hardware and metal trades.

The firm state that they are in an excellent position to supply all kinds of iron and steel, metals, pig iron, wire rods, tools, tubes, etc., and are the sole representatives for many leading British and foreign firms, among which might be mentioned, Messrs. Goodwin & Co., cutlery and hardware; Messrs. Ernest Stevens Limited, makers of "Judge" brand of hollowware; Messrs. Hayward-Tyler & Co., Limited, pumps and Aerated water machinery; Messrs. Spear & Jackson, Limited, who are among the largest manufacturers of saws in the British Empire; The Belgian Syndicate and Messrs. The Morgan Spring Co., of Worcester, Mass., manufacturers of all kinds of springs and wire forms.

NEW PATENTS GRANTED.

The following is a list of Canadian Patents granted on August 8th, 1911, relating to Hardware and Metal, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada.

134,744, H. Tar'Bush, Lakewood, Ohio. Wrenches. H. Tar'Bush and Geo. R. Barker.

134,802, O. J. Albrecht, Markwhliyz, near Weesenfels, Ger. Wrenches. O. J. Albrecht.

134,849, Wm. F. Kenney, Providence, R.I. Nut Locks.

134,862, Wm. M. MacKintosh, Egremont, Co. of Chester, Eng. Combined tools.

134,867, Jno. Meyer, Ellinwood, Kan. Animal Traps.

FINDS IT HANDY AND USEFUL.

"I herewith enclose two dollars for subscription to Hardware and Metal for one year. From the experience that I have had, I find Hardware and Metal a very handy, useful and good book to me."

(Signed) J. H. HEDLEY,
Per I.E.H.
Clarksburg, Ont.

The Van Buren hardware store, Calgary, have a particularly fine window display of silverware.

Hardwaremen at Toronto Exhibition

Members of Trade Visit the Fair in Large Numbers—Wholesalers are Kept Busy as a result, and Many Orders are Placed.

The Toronto Exhibition is drawing more than its usual quota of visitors this year and, in company with the many thousands of others who are being drawn to the Queen City to see the "big fair," are a large number of hardwaremen.

To the hardwaremen, as well as to all retail dealers, the Exhibition has a double value. It enables him to kill two birds with one stone, and combine business with pleasure. A majority of the dealers who have visited the Fair to date have called in at the jobbers and placed orders for fall supplies. In addition to the opportunity thus presented of placing their orders at first hand, the Fair itself has a distinct educative value. The exhibits are of great interest to the dealers and, in making the rounds of the buildings, they pick up much valuable information and useful hints on methods of displaying the various hardware lines.

Wholesalers Busy.

The influx of hardwaremen has created exceptionally busy conditions around the wholesale houses. Practically every dealer, who calls, leaves an order and, as a result, the sales departments are kept busy handling the large volume of business thus obtained.

"I have never seen so many hardwaremen in the city, except at convention times," said the salesmanager of one house. "During the first three days of the week, we had no less than forty of our customers call in to see us. In practically all cases, they had come to the city to see to the placing of all orders as well as to see the Fair."

Among the Ontario dealers who visited the Fair on Monday, Tuesday and Wednesday were the following:

J. M. Winter, King; B. R. Brown, Lansing; J. C. Farland, Queensville; Padget and Hay, Unionville; Bennett Bros., Newmarket: Jas. Reith, Grand Valley; Géo. Detwiler, Cargill; A. Postnoy, Soo; Jas. Patterson, Ceylon; C. Southam and Son, Lakeport; W. Dainty, North Pelham; W. Suggett, Valentia; F. N. McConnell, Welland; T. E. Johnston, Thornhill; Wm. Brigham, Allan Park; D. Munn, Ripley; S. L. Adolph, Listowel; J. Bishop and Son, Brantford; C. H. Gill, Dixie; A. Ballantyne, Brantford; T. G. Proud, Walter's Falls; W. Segel, Mt. St. Louis; W. J Hawthorn, Brantford; W. J. Morrish, Highland Creek; G. W. Balkwill, Wolverton; S. Tremeer, Little Britain; R. Caldwell, Bolton; J. Hamilton, Badgeros; G. Williamson, Simcoe; Jas. Bell, Rugby; Tyndall and Tackaberry,Dyer's Bay; C. J. Swartman, Wanbaushene; C. H. Keys; Gormley; H. E. Moore, Oakville; A. T. Howes, Bradford; J. G. Shaw, Foxboro; E. E. Johnston, Lansdowne; E. W. Hay, Falkenburg; W. J. Lunn, New Lowell; R. J. Johnston, Acton; H. Spofford, Elmira; T. R. Lougheed, Gore Bay; S. Davison, Chesley.

BOOM IN LIGHTNING RODS.

As regularly as September comes round, comes some bad storms and reports of barns damaged by lightning. Truly it is an ill wind that blows nobody good, for these storms afford an object lesson, which greatly assists the dealer in making the farmer realize that to place a lightning rod upon his barn is a wise precaution.

In July, many severe storms broke in Western Ontario. Several farm buildings were struck and badly damaged. The result was a good deal of rebuilding, and the briskest trade in lightning rods experienced in years. One London dealer said he could not remember any season when there had been such a demand. Indeed, the evidences of this movement back to the lightning rod, may readily be seen, for along the much travelled route from London to Port Stanley are dozens of barns on which the steel protectors have recently been erected.

Other districts will be visited by severe electric storms this fall, and the dealer will be the farmer's friend if he induces him to expend a little money for the lightning rod which may save his barn. The barn is doubly worth saving now, for with its rapidly filling mows it is attaining its maximum value.



By "Mack."

Some years ago I recall a conversation with a gentleman, who, by his knowledge and long association with the hardware trade, was entitled to speak with authority. We were discussing the social standing of retail merchants when my friend informed me that in the older Ontario and Quebec towns the hardware dealer took rank over the other tradesmen, but was second to the bank manager. Our hardware forerunner in the trade was in a prosperous financial condition and was held in high esteen by his fellow citizens, by whom he was sometimes sent to Parliament as their representative.

Confined to lines that were strictly limited to goods that may be said to have been traditional, the hardware store of the day down to the late 70's of last century sold to the blacksmith and wagonmaker their iron, horseshoes and nails, oils and paints to the general store away from railroads, he distributed general hardware and cut nails. In his locality the carpenters', joiners', farmers' and general customers' trade was held to be his by rights of the common interest. Stoves and tinware (generally made by the tinsmith locally) gave a separate business for the tinsmith, and the department and fair stores had not made their appearance.

Something that proclaims the status of the hardware business then was the hours of business. Six o'clock was the ruling hour for closing, including Saturday. I remember, myself, observing the ironmongers in a western Ontario city sitting in their doorways smoking their cigars and chatting with friends on Saturday evenings, while the usual Saturday night crowd passed to and fro before the store.

In the appearance of the store windows there was no competition for superiority in display or even cleanliness of the glass. Frequently the windows were only used for purposes of storage, and anything corresponding to a modern show window display had not appeared above the horizon.

Conditions in the hardware trade have altered, but it would appear that modern hardware storekeeping occupies a position in the business world perhaps more enviable than at any other time in its history. To verify this statement, the story of success which is heard in our western provinces may be recited.

MACK.

The Howell Hardware Co., Goderich, who have bought out the stock in Lucknow of the estate of Thos. Lawrence, are holding large sales. As the stock was purchased at a low rate on the dollar, they are selling at a considerable reduction and are insisting on spot cash.

Twenty Years Ago
In the Canadian Hardware Trade

The following extracts are taken from Hardware and Metal, issue of September 5th, 1891:

"The tender of A. M. Bell for the hardware stock of Chipman Bros., Halifax, at 57½ cents on the dollar, has been accepted."

Editor's Note.—A. M. Bell & Co. are to-day among the most widely known hardware firms in Eastern Canada. At the recent convention of the Maritime Board of Trade, Mr. Bell was in attendance, as usual, and was conspicuous in every discussion.

• • •

"Last week, three cars of stoves were shipped from Sackville, N.B., the largest amount ever shipped from there in the same period."

Editor's Note.—Sackville is now the seat of two large stove foundries doing a national business—The Enterprise Foundry Co. and the Charles Fawcett Mfg. Co. Their combined shipments would make the record of twenty years ago look very small.

• • •

"The employes of the Consumer's Cordage Co., Montreal, had a very enjoyable time at Sherringham Park on Saturday, the 22nd ult."

• • •

"In the fire which devastated the business portion of Omemee on Thursday night, the 27th ult., Ivory's general store, Tisdale's grocery and Milligan's store were destroyed."

• • •

"Geo. Meadows, the local manager of Thos. Davidson & Co.'s Toronto branch, has been offered and has accepted the managership of the new tin works at Mimico."

Editor's Note.—Geo. Meadows is now the proprietor of a thriving wire, iron and brass works in Toronto. The tin works referred to had an unfortunate career. They were ultimately moved to Montreal, where they located on Inspector Street, the plant having been purchased by A. Ramsay, of that city.

In the "Twenty-five Years Ago" column of the Manitoba Free Press appears the following: "The passengers held up on the Edmonton stage, near Calgary, were: Pete Campbell, driver; Burns, traveler for Mr. Ashdown, Winnipeg; the Massey Company's traveler, and a Frenchman, name unknown."

DEATH OF S. O. GREENING.

The death occurred on Thursday morning, at his home, 168 Jackson St west, Hamilton, of Samuel O. Greening, president of the B. Greening Wire Co. About a year ago, Mr. Greening underwent a serious operation which was believed at the time to have been quite successful. About three weeks ago he was again stricken with a serious illness and gradually sank.

The deceased was born in Manchester, England, his father being Benjamin Greening, the founder and first head of the B. Greening Wire Co. After his father's death, Mr. Greening took over the management of the company, and built it up with great success. The industry is now one of the largest in Hamilton, and is well known from end to end of the Dominion.

Mr. Greening took an active part in many circles outside of his business connection. He was Vice-Commodore of the Royal Hamilton Yacht Club, and vice-president of the Hamilton Automobile Club. He took an active interest in all healthy sport. He attended All Saints' Church, and was a member of Strict Observance Lodge, A. F. A. M.

A more extended notice will appear next issue.

Hardware Letter Box

Chimney Cleaners.

H. B. McDonald, Chatham, N.B.—"Would you please let me know who stocks Chimney Cleaners?"

Can any of our readers supply this information?—Editor.

Shingle Stain.

Huntsville Hardware, Limited, Huntsville, Ont.—"We would be obliged to you if you could inform us where Cabot's shingle stain is manufactured."

This line is manufactured in Boston, Mass. A. Muirhead Co., Toronto, are Ontario agents.—Editor.

"King" Lemon Squeezers.

A subscriber recently inquired in these columns where he could secure "King" Lemon Squeezers. We are just in receipt of a letter from John Shaw & Sons, Ltd., Wolverhampton, Eng., in which they state that they can supply this article.—Editor.

Colt Arms.

G. T. Ward & Son, Stratford.—"Would you kindly give us the address of the Colt Arms Co.?"

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn.—Editor.

Yard Sticks.

Taylor Bros., Carleton Place, Ont.—"Will you kindly advise us who makes yard sticks in Toronto?"

Cranston Novelty Advertising Co.; Stone Limited.—Editor.

Spun Brass Ferrules.

H. Lendon, Leamington, Ont.—"Please answer through your columns of your journal, the manufacturers of spun brass ferrules, such as are used on small chisel handles, etc."

As yet, this article is not manufactured in this country, but can be procured through the hardware jobbers.—Editor.

Round Track and Hangers.

Inquirer, Ontario.—"What companies manufacture round track and hangers for sliding barn door?"

Taylor-Forbes Co., Guelph; Richards-Wilcox Mfg. Co., Aurora, Ills.; F. E. Myers & Bro., Ashland, Ohio.—Editor.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

PUMPS.

Henderson & Richardson, Montreal, are circulating a catalogue issued by one of their principals, Hayward-Tyler & Co., London, England, dealing with high-lift Turbo pumps. The book is well illustrated and contains complete information on the subject of Turbo pumps.

A BRIGHT CATALOGUE.

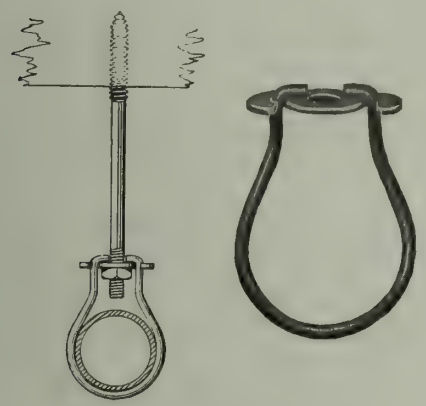
In an artistically prepared catalogue, recently issued, the American Wringer Company, of New York, sets forth concisely, some of the good points of the Horse Shoe Brand, Rolls, Mangles and Wringing Machines, which it manufactures.

Illustrations of the Chemical Wringer, The Royal, the Empire, the Universal and the Novelty Wringers are given, with enclosed and exposed cog wheels. The wringers suitable for stationary tubs and those to be used upon roll-rim porcelain tubs are shown, with the essential facts concerning each briefly set forth. The catalogue should be of interest to the dealers.

New Hardware Goods

ECLIPSE PIPE HANGERS.

Henderson & Richardson, Montreal, have secured the Canadian agency for the Eclipse Pipe Hanger, which is said to be a marvel of cheapness, labor-saving and strength. These hangers are made entirely of steel, and a feature of their construction is that there is no stove bolt required, so that time is saved



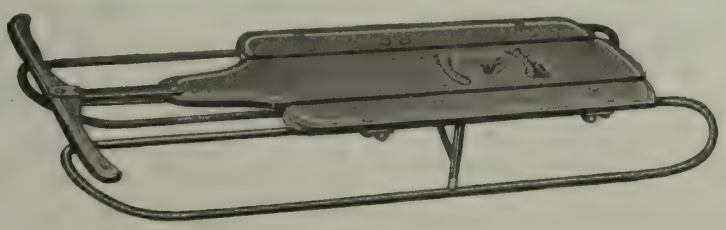
by not having to unscrew a nut and withdraw a bolt. It is an easy matter to snap the ring into and remove it from the yoke, and it will be noted that the ring fits behind the shoulder in the yoke, in such a way that the two parts cannot be separated without deliberately compressing the neck of the ring.

These pipe hangers can readily be adjusted as to height, after they are placed on the pipe, as there is ample room under the yoke to rotate a net or bolt head.

Eclipse couplings, made of steel, are designed for attachment by lag-screws to wooden beams or joists. Pipe hangers can then be suspended by means of machine bolts or threaded rods, as shown in the cuts.

STEERING SLED.

The "Richards Flexofold" Steering Sled is a new line produced for the com-



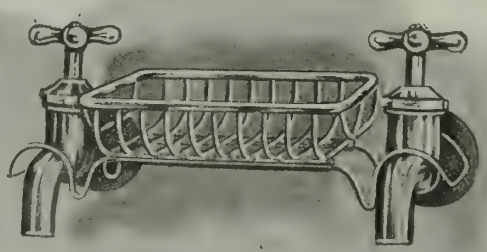
ing winter's trade, by the Richards-Wilcox Co., Aurora, Ills. In the last few years this firm enjoyed a large sale on their "Little Giant" folding sleds and are now offering steering sleds in several sizes with the additional folding feature. That they are folded and crated in so compact a manner should meet a ready response from dealers who have to economize on floor space.

Each sled is wrapped in kraft bags, neatly labeled, so that the sled stock is always in a clean, attractive condition for consumer.

This folding feature with the malleable iron braces is practical, and appeals to the boys and girls who find so many advantages in this scheme.

ADJUSTABLE KITCHEN SOAP HOLDER.

The Searls Mfg. Company, Newark, N. J., manufacturers of bathroom specialties, are putting out the adjustable kitchen soap holder shown. A con-



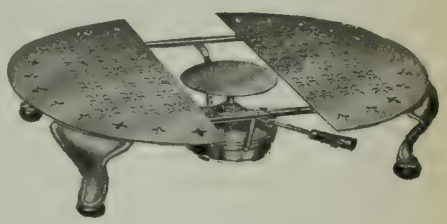
venient receptacle for soap is provided, dripping directly into the sink. The fitting is made of brass wire and is 6 in. long by 4¼ in. wide, capacious enough for two cakes of soap.

Regularly it is made to fit faucets up to 10 in. apart, the bottom of the holder being above the outlets and below the handles. Where the distance is greater than 10 in., the holder may be obtained, by so specifying, with an adjustment up to 12 in. The bottom wires slide in sockets to permit of fitting the varying widths between faucets.

This device while furnishing an attractive receptacle for soap where most needed, allows also of a circulation of air around the cake which keeps it in a more sanitary condition as well as economizing the material.

NEW ARTICLES IN "STERNAUWARE."

S. Sternau & Co., Brooklyn, N.Y., announce that they have several new articles of "Sternauware" ready for the market. Two of these lines are illus-



trated herewith. The serving tray (No. 2702) is very handsome and is convenient for serving beverages. The base is all solid mahogany, as is also the handle. The upright and rim is furnished in either brass, copper or nickel-plate. It may also be secured in silver-plate.

The Trivet (No. 2351) is for protecting the table from heated plates, and rendering it possible to serve food very



hot. This article can be had with or without alcohol burner. The alcohol burner is excellent for keeping the food hot, as long as may be desired, after it is served on the table.

News and Methods of Canadian Hardwaremen

Good Scheme for Moving Slow Sellers — Fighting the Mail Order Houses—Clearing Sales of Summer Goods.

KEEPING THE "DEAD" ONES MOVING.

Cobourg, Ont.—In connection with his August Sale of housefurnishing goods, A. R. Dundas has a good idea for moving out the "stickers." He went carefully through his stock, picked out the slow selling lines, and, instead of cutting the price on them, he gave, free, with each purchase of these goods, a piece of brown and white pottery ware. The result aimed at was not only to get rid of dead stock, but also to advertise the pottery ware.

Mr. Dundas states that he has found this scheme to work well, and he regards it as an excellent means of keeping the "dead ones" moving.

PLANNING NEW STORE.

North Bay, Ont.—Plans are being prepared for a new store for the Cochrane Hardware, Limited, in this place. The new structure will be two storeys in height with a basement. It will be 35 by 132 feet and will be built of brick with a stone foundation. The building will be finished in most complete manner, with tar and felt roofing, structural and ornamental iron, metal ceilings and fireproof doors and windows. It will be equipped with an elevator and will be steam heated. The probable cost is fixed at $17,000. Construction work will be started without delay.

SUMMER GOODS SALE.

Guelph, Ont.—The Guelph Hardware Co. are holding a clearing sale of summer goods and are advertising the sale of their stock in such lines at cost. Among the goods advertised for sale are refrigerators, ice cream freezers, rubber hose, watering cans, clothes baskets, market baskets and lunch baskets. A 15 per cent. reduction is offered in screen doors and windows.

A brisk business in summer goods has resulted and what is left of the stock will probably be cleared out before the end of the season.

NEW TUB DISPLAYED.

Port Arthur, Ont.—A new kind of tub is on exhibition in the hardware store of Barton & Fisher, Algoma Street. It is a cement tub, made of reinforced concrete and the maker claims that it possesses many qualities. The maker of the tub, Lee Anderson, is demonstrating its uses and advantages to all who call at the store.

It is announced that he intends to start in the manufacture of cement tubs in Port Arthur as soon as he can complete arrangements.

START GAS INSTALLATIONS.

Tillsonburg, Ont. — Pow & Wilcox have started a heating deparment in connection with their business and have secured G. Spittal to take charge of it. Mr. Spittal has been for a number of years a gasfitter with the Medina Gas Co.

The firm will now handle the necessary lines and take contracts for installing gas lighting, cooking and heating appliances.

OPPOSING MAIL ORDERS.

Leamington, Ont.—H. Lendon, hardware dealer, is devoting his advertising space to arguments against mail order buying. Mr. Lendon believes in letting the public know the danger of purchasing from catalogue and presents his case in convincing manner. In his last advertisement, he says:

"Compare our prices with those quoted by the mail order house. But also compare the quality.

Quality for quality we will meet any mail order house in this country and in most instances we will do better than they will.

We do not ask for your trade in the hardware line for the lone reason that you should trade at home. We make it profitable for you to do so. Let us convince you."

A GOOD DUMMY SALESMAN.

Leading Rugby teams of the country are commencing practice. The minor teams follow close after, so the hardwareman handling this line of sporting goods may look for a brisk demand shortly. But there are many accessories that go with a Rugby outfit, and it is necessary to bring these to the attention of the younger players.

One dealer has adopted a striking way of accomplishing this. One hardly enters his store when he is startled by a strange figure standing in the aisle near the back. The figure is arranged in Rugby trousers, Rugby jacket, Rugby stockings. Under one arm it carries a Rugby football, and on its head—skillfully formed by the use of some wrapping paper—is a Rugby helmet.

Any who are interested in the great fall game will be drawn to that figure like a small boy to a circus, and once near it they will find things of interest on every side. On the counter are felt and leather shoulder pads, breast pads, all the appliances required by the player who expects to participate in strenuous games.

That figure, drawing the young man to this assortment of Rugby goods, cannot fail to act as a valuable salesman.

REBUILDING COCHRANE.

Cochrane, Ont.—The work of building up the town is proceeding with great rapidity. The business section is being replaced and many buildings are going up, some of a temporary nature, others intended for permanency. The hardwaremen are well to the fore in the matter of building.

The Geo. Taylor Hardware Co. have started here and are busily engaged in the erection of a store. They expect to have it completed and ready for business by September 1. Albert Taylor and S. Fraser have arrived from the firm's store at New Liskeard and are superintending the building operations.

WIRE GOODS FACTORY.

W. E. Buller, of Montreal, has applied to the council of Granby, Que., for assistance toward establishing a wire goods factory there. He asks for a building, or land on which to erect a factory, with room for extensions, exemption from taxation for a period of ten years and a loan of $5,000 without interest for a like period. He will bind himself to employ from 100 to 300 hands.

WANT CATALOGUES.

The Milton Carr Hardware Co. are opening a business at South Porcupine, Ont., and, in a letter to Hardware and Metal, have asked that jobbers and manufacturers of hardware lines be asked to send them catalogues and price lists, to aid them in stocking up.

Brandram-Henderson are making some alterations in their Toronto office, which will afford much better accommodation to their staff and also to customers who call.

HARDWARE TRADE GOSSIP

Ontario.

A new hardware and stove store has been opened at Porcupine by Davis, Dunn & Co.

Morris Hammond has accepted a position in Malcolmson's hardware store, Moorefield.

Geo. T. Pepall, of M. & L. Samuel, Benjamin & Co., Toronto, is away on his vacation.

The Sterling Engine Co., American manufacturers of gasoline engines, may open a branch factory in Brockville.

A. P. Louch has severed his connection with R. H. Smart, Brockville, and is going into business for himself.

J. E. Weston, Tillsonburg, has sold his stove, tinware and furniture business to W. J. Penny, who takes charge on Sept. 15.

W. G. Pow, of Pow & Wilcox, Tillsonburg, was a member of a fishing party last week to Long Point and St. Williams.

The control of the Sylvester Co., Lindsay, manufacturers of seed drills and cultivators, has been acquired by the Tudhope-Anderson Co.

Vrooman & Jackson, who for some years have conducted a hardware business at Sunderland, have dissolved partnership. Mr. Jackson is continuing the business.

The death is announced of Merton George Weller, who was a foreman at the Moffat Stove Co. factory, Weston, for some years. He was 48 years of age and leaves a large family.

McCullough's Hardware, Chatsworth, got in a car of cement this week, almost all of which was taken off the car by customers. This is the first car handled so far this season.

The Humphrey's Bicycle and Hardware Co., Queen St., West, Toronto, are going out of the hardware business. They are holding a 60 day closing out sale of their hardware stock.

Newell & Howse, Aylmer, who have been in partnership for a long time as implement dealers, have dissolved. Mr. Newell will carry on the business, adding hardware and other lines.

A note from Port Stanley reads: "H. M. Ellison, our enterprising hardware merchant, tested the new water road-sprinkling machine this morning. He hopes to have it in operation soon."

Two lads entered the store of G. T. Ward & Son, Stratford, and, while inspecting some goods, stole a revolver. They were arrested. The magistrate allowed them to go, with a severe reprimand.

A news item from Keewatin reads: "The Keewatin Hardware Co. gasoline pump, equipped with a filter for extracting water and dirt from the gasoline, is now in working order on the town dock."

D. J. Lamont, who has been employed in Thornhill's hardware store, Mount Forest, has decided to enter a new branch of mercantile trade, having bought the confectionery business formerly run by J. C. McLachlan.

A demonstration of the uses of natural gas in cooking, heating and lighting was held in the store of C. W. Conn, Tillsonburg, on Thursday, Friday and Saturday. The fact was well advertised in the local papers and there was a good attendance as a result.

James Watson has opened an office and warehouse at 175 Adelaide Street West, Toronto, and will represent several Old Country firms, making paints, varnishes, brushes, etc. He will act as their representative for the whole Dominion.

Quebec.

C. C. Ballantyne has returned to Montreal from a trip to Winnipeg.

J. A. Henderson, of Henderson & Richardson, is enjoying a vacation.

J. A. Hossack, representing the Lufkin Rule Co., of Canada, Windsor, Ont., was a recent visitor to the local trade.

T. Mortimer, representing John Raybone, of Birmingham, Eng., was one of the visitors to the Montreal trade this week.

S. R. Brewer, secretary-treasurer of the Thos. Robertson & Co., Ltd., has returned from Point au Chene, on the Ottawa River, where he spent his vacation and gathered local color for future fish stories.

R. J. McKelvey, of the firm of McKelvey & Birch, hardwaremen, Kingston, is a champion lawn bowler. His rink at Queen's lawn bowling club, has carried off high honors this season, and he is being congratulated on all sides, for the splendid showing he has made. Mr. McKelvey is not only a good lawn bowler but also a good curler—and above all, a good business man.

Western Provinces.

Armstrong, Smyth & Dowswell, Regina, are advertising: "Hundreds of razors for sale."

The Independent Harvester, of Plano, Ill., are opening a factory in Brandon for the manufacture of harvest implements.

J. H. Ashdown, Winnipeg, officiated at the laying of the corner stone of the new central Y.M.C.A. building in that city.

The Day Hardware Co., Red Deer, Alta., have opened a plumbing department and tinshop in connection with their business.

W. W. Douglas has started in the hardware business at Griercrest, Sask.

Mr. Cutts, hardware dealer, Aldersyde, Alta., has sold to Mr. Hicks, of Okotoks.

A large number of warehouses are being erected in Winnipeg, including that of the Canadian Fairbanks, $100,000; J. H. Ashdown, $73,000; Consolidated Plate Glass Co., $40,000; and Prairie Glass Co., $16,000.

The Alberta Lumber & Hardware Co., Cardston, Alta., have sold out to the Pioneer Lumber Co. J. C. Cahoon, the manager, expects to go abroad in a few months, and E. Holmes is now in charge. The new firm are thoroughly overhauling the stock and are erecting several new warehouses.

The Govan, Sask., News says: "That the Hub District is fast forging ahead and retaining its foremost position as a wheat growing district is amply demonstrated by the immense amount of twine delivered to tie it this season. Over a hundred and five thousand pounds of twine has already been delivered."

NEW BUYING IN U.S. IS LIGHT.

Cleveland, O., August 31.—The Iron Trade Review to-day says: "The mills have booked a considerably larger tonnage of finished steel during August than during July, but the business has been largely in the nature of specifications on contracts, strictly new buying being relatively light, particularly during the past fortnight. Jobbers and manufacturing consumers are following strictly the policy of taking material only from hand to mouth, and keeping their stocks down to minimum. In none of the seasonable products has there been any important buying for the fall trade. Operation at steel mills in the Pittsburg district continue at the same gait as was reached early in the month, a large part of the shipments being in the export trade. Nearly a week ago, one of the large wire mills began openly to offer wire products at a concession of one dollar a ton from the regular card, making nails $1.65, Pittsburg. Within a couple of days all of the wire mills responded to this open cut, and issued new prices. Jobbers continue to buy only for immediate requirements, and do not appear to have begun to place any order against the regular fall buying movement. There are rumors that a new list of discounts in merchants' steel pipe may be soon promulgated, as there has been more shading of late than formerly. The occasional shading in tin plate referred to in previous reports, has crystallized into a general cut of ten cents a box on the most desirable orders.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 54.

MARKETS IN BRIEF.

Montreal.

Spelter—Up 50c per cwt.

Sheet Zinc—Advance of $1 per cwt.

TORONTO.

Window Cords—Reduced 1½c.

MONTREAL.

Montreal, Sept. 1.—General activity and firmness in the metal markets remain a feature, and everything points to a busy autumn. Canadian conditions have been very satisfactory to the trade and have been general throughout the whole country. A pleasing fact has been that, although there has been a decided apathy in the United States metal markets, the Canadian trade has been singularly free from showing any reflection of the situation to the south of the border.

Tin remains firm as also does lead. Spelter is higher and the recent sharp advances in zinc sheets in the old country have been followed by higher quotations here .

Pig Iron—Former conditions seem to exist still. From the old country there are some reports that the undertone to the pig iron market shows some improvement, but the feeling is only faint as yet. The Canadian trade is steady and activity still reigns. There is considerable business under way and reports from furnaces indicate a healthy condition, with the outlook for fall enencouraging. Quotations are: On dock, Montreal: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $15.50 to $17.00.

Tin—This metal continues to hold its position and there are no special signs that would suggest its losing ground. Rather are the chances that prices will continue on about the basis that has held for some time. Stocks are reported limited, and with the demand steady and certain speculative powers still in control, the firmness is readily understood. The local quotation holds at 46.

Copper—The market remains steady, showing but little change. The demand is good, but there is no particular feature to report. Prices seem to be held in a groove just at present, as there is no strong indication that they will be either advanced or reduced.

Lead — Steadiness characterizes the lead market locally. Higher quotations have been reported elsewhere, but local jobbers have not as yet made any further advances in their figures. The market remains firm, the demand is good and the present strength should be maintained.

Spelter—Spelter is quoted at 7¼c this week, showing a considerably higher price. Reports state that supplies are limited and that producers have very little to offer. Recent advances in price have had the effect of awakening interest in the market which has been showing more activity. At that, spelter has been in good demand throughout the summer and the fall prospects are encouraging. One jobber was of the opinion that the market was largely in the hands of a ring who had it in their power to manipulate the price to suit themselves.

Old Materials.—There is a fair market for scrap material. The prices quoted are:—Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Sept. 1.—The metal situation here is much the same as last week, with business very satisfactory. As might be expected from the season, there is no very marked activity in buying, but, on the other hand, all indications point to a continued state of health among the metal consuming industries in this part of the country.

A very encouraging feature of the situation is the busy conditions existing in the stove trade. Nearly all the leading stove founders report that their fall business will dispose of all the stoves they have been able to manufacture, working on a full schedule since the first of the year. In fact, in some lines a shortage is threatened. This, of course, means that the demand for foundry pig iron is brisk, and good business in the stove trade is usually reflected in almost every branch of the metal industry.

Tin.—There is a growing confidence among the trade in the stability of tin around its present price. The syndicate are still in pretty complete control of the situation and rumors are renewed of an impending squeeze in September delivery. The price locally is unchanged.

Antimony.—As for weeks past, this metal is practically dead, and there is little or no business passing. No interest is being shown in the market.

Plates and Sheets.—The improvement which was noticed in this branch of the trade in the beginning of August, still continues, and bookings are of satisfactory volume, with prices ruling unchanged or firmer.

Copper.—The future condition of this market depends to a great extent on the ability of European brass founders to keep up the high record of consumption that they have reached this year. Latest reports are to the effect that business has not been so good since the transportation strike in England, but, at any rate, copper is still firm in tone and unchanged in price, although the advance which was rather confidently predicted a few weeks ago, does not seem any nearer realization.

Pig Iron.—With all the large pig iron consumers exceedingly busy, trade is good. Prices are still quoted as follows:—Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—Stocks continue very light, and the tendency is for higher prices. We are still quoting $3.95 per hundred pounds.

Spelter.—Conditions in Europe still reflect great activity, and prices continue to go up. In United States, there is not the same tendency to advance, as business in general is not on a satisfactory basis. However, American smelters are well sold up for nearby shipments, and the market holds firm, principally because there is so little spot metal on the market at present.

Old Metals.—Prices rule as follows: Heavy copper wire, 10½c to 11c; heavy yellow brass, 7¼c to 7½c; heavy red brass, 9¼c to 9½c; heavy lead, $2.90; light copper and bottoms, 9¼c to 9½c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $11.

HARDWARE MARKETS

MONTREAL.

Montreal, Sept. 1.—One of the prominent features of the present day trade is sporting goods. Guns and ammunition are moving out rapidly and heads of this department speak already of stocks running low, the possibility of being short here and there and of addi-

tional goods on the way to fill in the gaps that have been made by the heavy demand. The great bulk of the goods had been ordered months ago and were shipped within the past few weeks. Orders have been coming in since that time and the city and district has contributed largely to the trade.

Travelers are beginning to send in orders for cutlery and some lines of plate goods for the late fall and Christmas trade. There is a noticeable tendency to the changing of the character of trade with the decline of the warm weather.

Sporting Goods.—This department is providing a leader, for guns and ammunition are demanding a great part of attention. Jobbers report some lines almost exhausted but with further supplies on the way. There will be more or less demand for these goods for many weeks to come and the present healthy business should be maintained for some time. Orders for other seasonable lines are coming forward freely. Rugby goods, and winter goods are receiving a fair share of the trade. Only a few orders of skates have been shipped thus far, the others will begin to move about Sept. 15th or thereabouts.

Cutlery.—This department is beginning to show some business. Some orders have been sent in for the Christmas trade and as the season approaches it will gradually grow. This forms quite a part of the holiday trade with many hardware men, and jobbers are looking forward to a good demand.

Seasonable Lines.—The demand for goods that are distinctly part of the fall trade is well maintained. Those articles that are included in the preserving and fruit gathering work are still in demand but the season for harvest supplies is practically over. Fruit presses have been enquired for freely of late. Lanterns and burners are included in many of the orders of late, the retail trade evidently preparing their stocks for the season of the long nights. Horse blankets are about ready for shipment, which will begin about the middle of September.

Builders' Hardware.—Some reports are to the effect that builders' hardware has fallen off slightly in demand but the general news is that there is still a considerable amount of business offering and that it will continue for some time. Railway construction materials and requirements remain steady and lumbermen's goods are beginning to be ordered. The following prices are quoted: Knobs, mineral, jet and porcelain, japanned trim, $1.13 doz.; mineral, jet and porcelain, H. P. trim, $2.25 doz. Locks, cheap rim knob, $1.20 doz. and up; cheap mar. knob, $1.52 doz. and up. Inside lock sets, steel trim, $3.95 doz. and up; wrought bronze trim, $10 doz. and up; cast bronze trim, $16.50 doz. and up. Front door sets, steel trim, $13.75 doz. and up; wrought bronze trim, $17.75 doz. and up; cast bronze trim, $24 doz. and up. Cylinder F. D. sets, wrought bronze trim, $5.50.

Household Goods.—This department is contributing largely to the present demand. It is not only preserving time but there are evidences of the beginning of the fall housecleaning campaign. Meat choppers are moving well, fruit jars are still in demand, carpet beaters, enamelware, etc., are also going steadily. There is quite a trade to be gathered in during the fall if the retailer perceives his opportunities. Some prices are as follows:—Food choppers, from $9 to $15 a doz.; ice cream freezers, 1 qt., $1.50; 2 qt., $1.65; 3 qt., $2.05; 4 qt., $2.50; 6 qt., $3.15; 8 qt., $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz., Universal, $37.75 per doz., Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set, nickle-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

TORONTO.

Toronto, Aug. 31.—The past week has been an exceptionally busy one. The whole month, in fact, has been good, and it is practically certain that the totals for August will be largely in excess of last year's records. Trade has continued brisk right through the month with practically no trace of cessation. For one week only was there a partial lull, but the recovery was immediate and complete.

As far as it is possible to tell at the present moment, the amount of business to date this year has been nicely in advance of last year. Practically every month has shown an increase.

Business this week has been accelerated by the influx of exhibition visitors. Many hardwaremen visited the fair and took advantage of the opportunity to place orders for fall goods.

Seasonable Goods—Orders are being booked for fall and winter goods. The articles in demand are snow shovels, sleigh bells, weather strip and even skates. In some few cases shipments of winter goods have been made. There will not be much demand for these lines, however, until well into September. A few orders have been filled this week for summer goods, but business is now practically at a standstill, as the dealers are not selling such goods, except through the medium of special sales.

Household Goods.—The call keeps up smartly. Preserving goods are still moving, and there is a well-sustained demand for pots, pans, kettles and all kinds of enamelware and tinware. The jobbers report having filled some unusually large orders for woodenware during the past fortnight. There has been a good demand for washing machines and laundry supplies.

Harvest Tools—Quite a few orders were booked this week for pitch forks and other harvest tools. In all cases they were for sorting-up purposes.

Lumbering Supplies—The demand is now quite heavy, particularly from the northern sections where lumbering has now commenced. Logging chains, crosscut saws, axes, etc., are moving in good bulk.

Heavy Hardware—There is a splendid demand for nails, bolts, screws, nuts, rivets, etc. The manufacturers are making prompt deliveries, and it is, therefore, possible to fill all orders with practically no delay. Price quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Builders' Hardware—There is a seasonable tone to the market and supplies of all kinds are going out in large bulk. The building season has now reached the stage where the finishing work starts on practically all buildings, A sustained call is felt for lock sets, knobs, sash cords, etc.

One price change is noted in this department. As a result of the easier tendency in cotton goods, window cords have gone down from 33c to 3½c a lb. This is due to the fact that the cotton crop this year is unusually good. Last year the supply was short and the price attained to almost an unprecedented height. The tendency toward easier quotations this year has been noted for some time.

Stoves and Heating Goods—The orders are coming in fast now, although the real rush is still some distance off. The manufacturers are shipping out as fast as their facilities allow and the indications are being felt of a desire on the part of the dealers for early shipment. In a great many cases, however, dealers are delaying shipment and, as a result, they will almost certainly have to wait later on.

The trade with the northern parts of the province is particularly good. The Toronto manager of one firm states that he has sent no fewer than 400 stoves into Porcupine alone since the fire there. Most of them were of the large camp stove variety, although a great many of the best quality stoves were included.

Sporting Goods—The trade is confined very largely to rifles and ammunition now. Some revolvers are being sold and trap shooting supplies are in demand.

The Western Hardware Market Situation

Appearance of Frost Causes Some Anxiety — Crop Will be Unusually Heavy in Any Event—Heavy Business Being Done by Hardware Jobbers—Prices are Unchanged.

Winnipeg, Aug. 30th.—Much anxiety is prevailing at present as to what the outcome of the harvest will be. During the week the warm weather of the preceding week changed considerably and with a drop in the thermometer the dreaded frost made its first appearance in the West. As high as eight degrees of frost has so far been registered in Northern Manitoba, but only in one section. In other parts as well as in Saskatchewan, a few degrees is all that has been registered. Along with this cold spell a heavy rain storm passed over Manitoba on Saturday and Sunday, accompanied by wind, and as a result damage from lodging as well as frost is reported from some sections. The rust scare is now a thing of the past and frost is the dragon in the eyes of the West. Harvesting is general, but there are some sections in Saskatchewan and Northern Alberta that are very backward, and the cutting of oats is only now in progress.

In spite of the turn of the weather, trade in hardware lines during the week shows little difference, and in fact from the volume being transacted at present one would almost believe that the crop was assured in the minds of the country merchants. That a much larger crop will be received than last year is fully recognized, but vague rumors as to the deducting of the many millions of bushels, on account of the failure of the crop to mature are heard. Still no such feeling exists in the trade coming in, and travellers still report that conditions are bright for a considerable increase in fall business over last year.

Harvesting Material—All branches of harvesting materials are in eager demand, and orders are being rushed out with great rapidity. Several trainloads of separators have been passing through the city during the week for western points to fill orders. In fact, one large machinery firm stated that they were unable to fill some orders this year.

Heaters and Stoves—All lines are moving pretty freely at present, the arrival of cold weather reminding the inhabitants of the West that winter is nigh. Air-tight heaters are in great demand in the shape of regular wood heaters. Coal stoves are also moving actively.

Ammunition—With Sept 1st only a few days off, when the hunting season opens, the retail trade has been increasing by leaps and bounds. Several late orders of shot ammunition are being rushed forward, while some for guns will follow later. Rifles and ball cartridges appear to be causing some interest and the demand for the larger game-hunting season is beginning to appear.

Prices on general lines remain unchanged from last week.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55 ; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80 ; 18, $3.85 ; 20, $3.90 ; 22 and 24 $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.50 ; ½ in., $4 ; ¾ in., $5.20 ; 1 in., $7.50 ; 1¼ in., $10.25 ; 1½ in., $12.45 ; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting.—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc.—Casks, $8.75; broken lots, $9.25.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $13.50; ½ box, $8; I. X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05 ; plain twist, $3.40 ; staples, $3 ; annealed wire, base, $3; oiled, 10c. extra ; bright iron $3.20 base; brass spring wire, base, 23c. ; plain galvanized iron, Nos. 6, 7 and 8, $3.50 ; No. 9, $2.90 ; 10, $3.60 ; No. 11, $3.70 ; No. 12, $3.10; No. 13, $3.40 ; No. 14, $4.25.

Paints and Oils.

There is nothing new in the paint and oil market this week. Rumors of stronger Southern markets in turpentine are current, but as yet no effects have been noticed on the local market. Linseed oil is holding firm and no change is looked for until the new flax crop is marketed. Prices for linseed oil at present are: $1.15 per gal. for raw and $1.18 per gal. for boiled. Turpentine is 85c per gal in barrel lots and 90c per gal. in small lots.

Methods of Retailing Paints and Varnishes

The Difference in the Various Grades of Turpentine

How Does Second Run Turpentine Differ From Pure Turps?—Something About Methods of Testing — The Policy Dealers Should Pursue in Handling Turpentine.

What is second run turpentine? How does it differ from pure turps? How can we test these and tell pure or good turps? Or where could we send a sample to be tested?

The above enquiries, received by Hardware and Metal from a hardware dealer, are questions which many dealers have doubtless been inclined to ask at some time or other. At periods when the price of "turps" has been high—and of late years these periods have been far from infrequent—the market has seen an influx of substitutes and of low grade turpentine. These goods have gained a foothold, and are used in more or less large bulk.

Second run turpentine is so-called because it is obtained after the gum has been extracted from the tree and used for the production of the pure spirits. Some of the gum is left in the bark, and the second run variety is secured by extracting it from the bark of the tree, the method employed being in a sense similar to that used in making wood turpentine. It differs from wood turpentine in not having the objectionable odor, which is a distinguishing characteristic of the latter product.

Second run turpentine differs from pure spirits in a number of ways. There is a difference in odor, the second run having a lighter smell than pure turps. It is of no value for medicinal purposes, but can be used for commercial and industrial work.

Testing Turpentine.

The testing of turpentine is a difficult matter, inasmuch as a high degree of technical knowledge is required to accurately judge the results. The difference in odor is a fairly sure way of distinguishing between second run and pure spirits of turepntine.

There are a number of methods employed to determine the presence of adulteratants in turpentine, but it requires an expert with the proper appliances to make a proper test. One of the common methods is to hold the substance to the light in glass. Pure turps will show a clear yellow. The presence of even the smallest degree of adulterating matter is supposed to throw a slightly bluish sheen, but it generally requires a highly practised eye to detect it.

Prof. Gardner of the Institute of Industrial Research, Washington, explained a satisfactory method at the annual convention of the Master Painters of Canada held in July at Toronto. By placing the turps in a tube or glass bottle and holding it in the light cast by an enclosed type arc light, the liquid will show up bluish if it contains any foreign material. To make this test satisfactorily, however, it is necessary to have a highly powerful light.

Tests can be secured by sending samples to the Inland Revenue department, at Ottawa, but it is quite possible that a couple of months would ensue before the answer could be obtained. Analysing is also done by Thomas Hayes & Son, Yonge street Arcade, Toronto.

The Question of Quality.

The question is frequently asked whether perfectly satisfactory results can be obtained by the use of anything but pure spirits of turpentine. On so wide a question opinions are bound to differ. In this connection, a word of advice might not be out of place. The retail dealer should not sell anything but pure spirits of turpentine under that name. He may sell second run or turpentine substitutes to customers who do not desire to pay the higher price, but he should clearly state exactly what the article is. In that case, he absolves himself from all blame should the article not prove just what the customer desired.

The dealer is often placed in a false light before his customers by reason of having sold as pure turpentine an article which contained adulterating material. He may not have known himself that what he was selling was not absolutely pure, but the customer is not likely to accept this as absolving him from blame. It is always the dealer who is the scapegoat in such cases and it therefore behooves him to take every precaution to see that his stock can



Getting turpentine in France—Natives of the turpentine sections stripping the trees.

be thoroughly recommended. If he finds a demand for second run turps or for substitutes, he cannot be blamed for handling these lines, but in every case the difference should be specifically stated.

Painting to Prevent Decay

Farmers Neglecting Their Storehouses—Have Not Been Made to Realize Preserving Qualities of Paint—Economy in Paint Spells Extravagance in Barns.

This is an age of prevention. Doctors are talking of preventative treatment. Preventative dentistry is commencing to find its way into the daily papers. The police are awakening to the advantage of preventing crime as well as detecting it. Generally, the old adage, that an ounce of prevention is worth a pound of cure, is being recognized, and is being acted upon.

But some are slow to observe the trend of the times, and among this class must be numbered the farmer. Proof! If proof is needed, look to the Ontario barns. Fine structures they are, almost without exception, but equally almost without exception, they are devoid of paint. The farmer has not realized—he has not been made to realize—that paint is one of the greatest preventatives; that it prevents or pushes back decay; that it increases the life of his storehouse.

A recent trip through Huron, Bruce, Lambton, Middlesex, Elgin, Oxford, Brant, Haldimand, and other Ontario counties, proved illuminating. On every side were fine barns—barns which would have made the foolish young man of the parable feel that he must have another "raising" to be in a class with his neighbors. But for all the fine barns, not one in twenty, perhaps, was painted. There they stood, some with their boards weather stained; some with the bright appearance given by new timber. Only here and there was the work of the work of the paint brush apparent.

Must Make Farmer See.

Farmers are busy men. Time was, when winter was an off season with them. But times have changed. Stock is being kept more largely now, and stock demands attention winter and summer—but especially in winter.

So the farmer, who is at work from early morning until late at night, does not want to undertake any unnecessary labor. He will build a new barn—yes. But he sees the need of the new barn. He does not see the need of painting it when once erected. The task of bringing the advantages of this home to him, therefore, devolves upon the hardwareman.

A farmer appreciates beauty, no doubt. Yet in few cases would he paint his barn for the improvement it would make in the appearance of his buildings. It is a materialistic age, and, after all, a farmer is materialistic. But show him that painting, while necessitating an immediate outlay, will bring a deferred benefit many times as great, and he becomes interested. Once interested, he considers carefully. Then he begins to see, and once seeing, he is willing to buy.

At this season, then, when the rush of the harvest is drawing to a close, should not the hardwareman make a strong effort to interest the farmer in paint? Success would bring a threefold benefit, a benefit for the paint manufacturer, a benefit for the merchant, a great benefit for the farmer.

Methods of Conducting Campaign.

Many ways of conducting this paint campaign might be employed. The first thing, of course, is to get the farmer in a position where he is made to think of his barn and of paint as things related. Perhaps this might be effected through newspaper advertising. Perhaps a display of paint in the window might attract the prospective purchaser. Perhaps the merchant might be able to talk paint with those farmers who come into his store. The influence of such conversation spreads like the paint itself.

But the hardwareman must be informed. He must point out that lumber is not what it used to be; that it doesn't last as long now as it did; that it costs more; that it is worth preserving.

Then comes the task of showing the farmer that paint is the great preserver. The salesman may also outline the comparative cheap rates at which paint, suitable for the purpose, may be secured. If the farmer—farmer like—declares that his father bought paint more cheaply in the seventies, the salesman may well admit this. The price of paint has gone up, but not so rapidly or so high as has the price of lumber. Having this brought home may make the farmer see that it is the part of wisdom to spend a few dollars in order to make what cost many dollars last longer.

The hardwareman might, perhaps, recommend the kind, and color, of the paints to be used. But this is a later step. First of all must the farmer be made to see that economy in paint spells extravagance in barns; that the well-painted barn is the long lived barn.



White lead window display, made by J. G. Steele & Co., London, Ont.

3 Profit Earners FOR ALL PAINT DEALERS

M L Paint comes in a great assortment of shades, outdoor and interior finishes. Just meets your market, and a customer can't make a mistake, because it's the easiest to use and handle. You get the benefit and the profit of handling a satisfactory paint of high quality. Sell poor paint—you get the blame.

M L Floorglaze is a floor finish, an interior finish, an outdoor finish in one, and self-varnishing at that. Saves the buyer trouble. Makes a scratchless finish of high gloss. Easiest to use and a great seller, well advertised by us.

The M L Line Pays Dealers

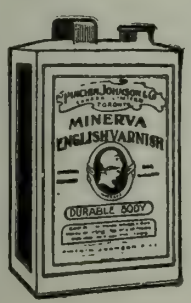
Elastilite Varnish

A varnish finish that won't mar easily, that brushes well, that gives a high surface in amateur hands. Dealers that sell it sell absolute satisfaction in every way as to finish.

Get our Dealer Proposition, samples and color cards.
Address nearest branch to you.

IMPERIAL VARNISH AND COLOR CO., LIMITED

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TRADE MARK MINERVA



BUSINESS COMMON-SENSE

It's just plain business sense to sell the brand that means most profit and reputation to you.

Reputation means increased business.

That's one strong reason why you should handle Minerva Products.

MINERVA
Paints and Varnishes

are made from the purest and best materials obtainable and backed by 76 years of paint experience.

The largest railroads and steamship Companies and the largest decorators are constant users of Minerva Products.

Make Minerva Paints YOUR leader—every sale means a satisfied customer.

The Minerva proposition is attractive.

Write to-day for information and dealer's Price List

PINCHIN, JOHNSON & CO. (Canada), Limited

Established in England in 1834 — **377-387 Carlaw Ave., Toronto, Can.** G 44

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Sept. 1.—The opening of the fall paint trade is beginning to manifest itself with the retail trade, and manufacturers report August closing with conditions that show an improvement over those that have prevailed for some time. There is no particular bustle of business just now, but it is felt that the expected demand will present itself after the first week in September.

Demand for prepared paints is a sure sign of the beginning of the busy period and there has been a better tone to this department of late. The linseed oil and turpentine prices have not been changed here, but both markets remain firm with the tendency upward.

Linseed Oil—Nothing new has been reported in this department during the week. Prices remain at $1.01 and 98c for boiled and raw oil, respectively. The market seems to be held firmly at these figures. Demand is improving slightly.

Turpentine—Local houses quote no changes in the price of turpentine, but there is something of a discrepancy in quotations. Some are unchanged at 71c, while others are 4c or 5c higher. It seems that the market is on the return movement, and with the expected improvement in fall business, the demand for turpentine will be heavier and prices firmer. The general feeling points in that direction. The market has a firmer tone already, and higher prices are looked for.

White Lead—With a good demand and the lead market holding firmly, white lead is occupying a strong position. Present quotations are: For one-ton lots, $6; five-ton lots and over, $5.90; shipments less than one ton, $6.15 f.o.b. Montreal.

Putty—The market is busy and is firm. There is a good demand expected through the season. Quotations are:—Bulk, bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

TORONTO.

Toronto, Aug. 31.—The market has been eminently satisfactory this week. Business has been so brisk in some lines that the slackness noted in other has been more than counteracted. The most striking feature of the market has been the marked firmness in a number of lines. Although no advances have been recorded, everything has tended that way, and it would not be very surprising if higher prices developed very shortly.

Linseed Oil—Firmness has dominated the oil market. There has been an advance on the English market and this had a strengthening effect on the local situation. Added to this is the tendency shown by holders of flaxseed of last season's growth—which could be shipped at once—are holding for a better price than was set two weeks ago. As the crop is rather late in the Northwest Territories, there does not appear to be any prospect of relief from the present price of seed for some weeks; in fact, as the latest estimates do not forecast any great surplus, it is very likely that present prices will be well maintained for the rest of the fall season. The local demand for oil has been quite brisk.

Turpentine—The turpentine situation presents no outstanding features. There has been some balancing up and down at Savannah—mostly up—the change being about 2c per gallon in the past ten days. This seems to have been brought about by parties interested in advancing the market, for in the past four years only once has the price been materially advanced between the last week in August and November. As there is a larger stock on hand now on the primary markets than for the past three years, the indications are that, unless some of the large speculators are able to corner the market, the price for the next two months will be about stationary.

The demand for turpentine here has been much better than is usually expected at this time of year.

Rosin—For the past two weeks there has been a pretty steady advance in the common grades of rosin, while the very highest grades have declined. No doubt this is caused by the manipulation of the market by the speculators at Savannah. The first days of this week there was a tropical storm in the south which interfered with telegraph communication and also with transportation down there.

Putty—The advance of the building season and the resultant heavy demand for glass has brought about a corresponding demand for putty. Large orders are now being filled, the price remaining firm. The present schedule of rates for standard putty is: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead—The air is charged with rumors of a further advance in the price of white lead. The increase of 15c, made a month ago, was small considering the advance in pig lead and the increase of 37½c in white lead on the English market. Since then, pig lead has advanced and the cost of the raw material has become so high that the price of the finished article will almost certainly see an increase. As far as is known, the lead grinders have not yet discussed the matter, but some action may be expected soon. There is a splendid demand for white lead.

Red Lead—In the meantime, red lead remains steady, although it is possible that the price may also be boosted.

Prepared Paints—Dullness is the prevailing note in the paint line. The fall trade has hardly yet begun and orders, therefore, which come in now are largely of the sorting-up variety.

Varnishes and Japans—The demand for varnish is better than for some time past and the manufacturers believe that, from present indications, the fall trade is likely to start earlier than usual. They are anticipating a heavy volume of business.

Specialties—The demand for painters' supplies and other specialties is good, a reasonable demand being noted in practically all lines. Good sorting-up orders are being received for boat pitch, kalsomine, pumice stone, sponges, and the many other goods of a similar nature.

Glass—The trade in glass constitutes, perhaps, the busiest phase of the whole market. Large orders are being placed and the shipments have become quite seasonably heavy. As the building operations of the year promise to break all records, it is not a rash assumption to say that the glass trade will also set a new mark in the annals of Canadian trade. Prices remain firm in all lines.

Petroleum — The demand is heavier than for some time past. No price changes are noted, the present schedule standing: Sarnia prime white, 11½c.; American water white, family safety, 13c. Pratt's Astral, 14½c.

WINDOW DISPLAY OF WHITE LEAD.

A paint window which interested a good proportion of the passers-by was that made by J. G. Steele, London, Ont., in which was represented the old Dutch process of corroding white lead. The cut shown herewith practically explains itself, as the show cards, which set forth the idea behind the display, are easily read. In the foreground, just in front of the stacks showing the lead in process of corrosion there is a pile of lead buckles, then a dish filled with corroded white lead, followed by a dish of dry white lead (the next step in the process) and finally by a pile of white lead irons —the finished product.

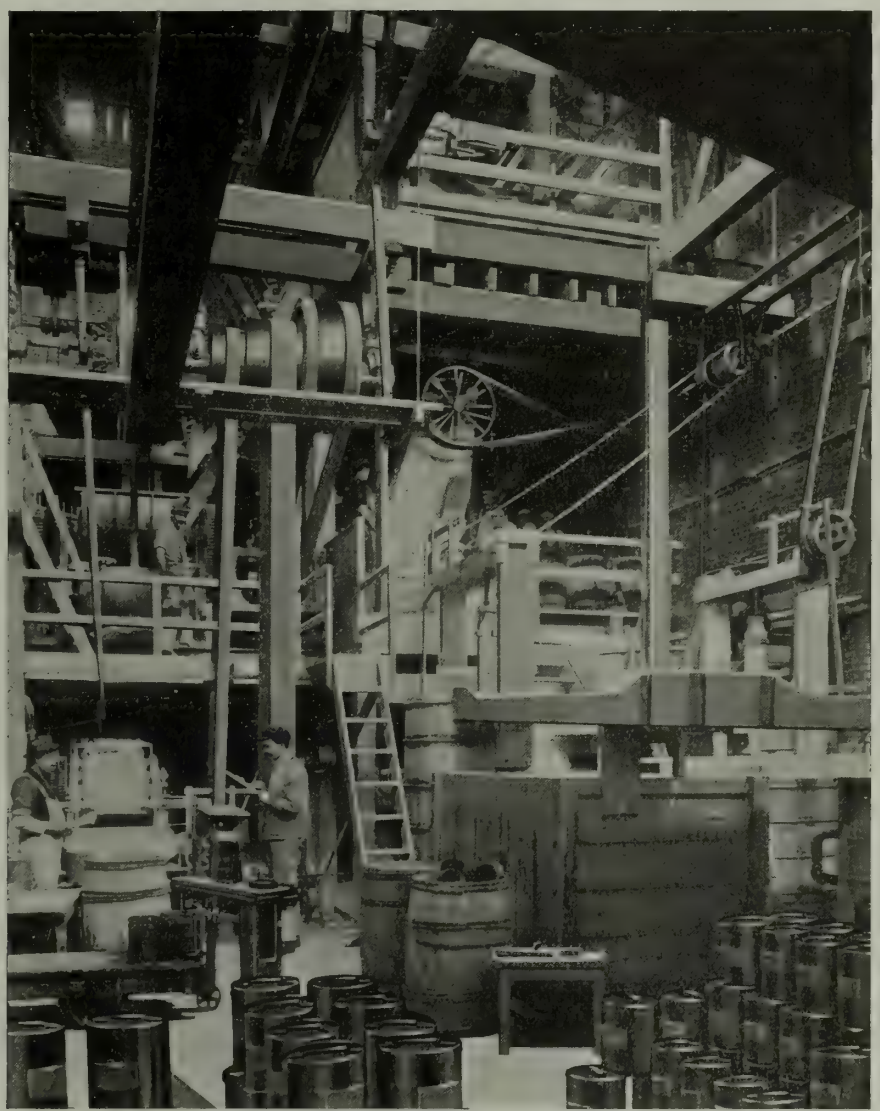
Mr. Steele is a very enterprising hardware merchant, who gives special prominence to stove display and window dressing.

THE GRINDING OF

BRANDRAM'S B.B. GENUINE AND ANCHOR PURE WHITE LEADS

Ground Five Times

Ensuring Absolute Fineness



Twice through Buhr Stones.

Once through Edge Runner.

Once through Granite Rollers.

Once through Chilled Steel Rollers.

Plant where the corroded lead is ground.

The above is the fourth of a series of views of the interior of our works in Montreal. More to follow.

Get our booklet "A Talk About White Lead Paint." You'll find it interesting.

WHEN YOU WANT WHITE LEAD BUY FROM

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN THE DOMINION OF CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	8 25	8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c; White Brass, 40c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 22
Rods, base ⅓ to 1 inch, round		0 21
Tubing, seamless base, per lb		0 25
Tubing, iron pipe size, 1 inch base		0 23
Copper tubing, 4 cents extra.		

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14x48", 14x60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (3oo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 95	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 75	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 00	2 35
Tire steel	2 85	3 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

'Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 75	3 75
Imported pig, per 100 lb	3 85	3 95
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft.	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 27½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	8 50	7 50
Part casks	9 00	8 00

SPELTER.

Foreign, per 100 lb	7 25	6 50

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 00 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets		7 50
I X, Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80. All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

In casks per lb	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE

In bbls	5 00

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

Per gallon in qt. tins	
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor).	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90

Do not fail to call at our Exhibit at the Canadian National Exhibition, Toronto, and see our varied display of

BOECKH'S

"Steel Grip" Painters' Brushes
Household Brushes
Factory Brushes
Stable Brushes and
Carpet Brooms,
Woodenware, Etc.

The latest designs in all kinds of Brushes will be shown—among them lines that will interest you.

WATCH FOR THE SIGN with this Trade Mark.

NOTE THE LOCATION.—South aisle of the Process Building, almost opposite the South Entrance.

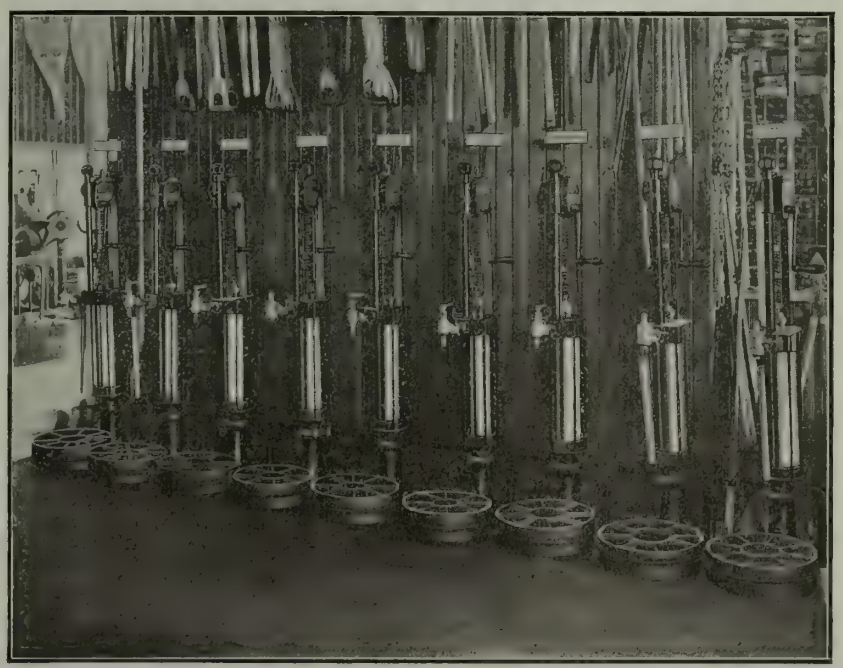
BOECKH TRADE MARK ESTED 1856 TORONTO

THE BOECKH BROS. COMPANY, LTD.
TORONTO, CANADA

This cut was reproduced from a photograph of a Bowser System installed for

Manville
Hardware Co.,
Prince Albert,
Sask.

Ask the Bowser users.



This system handles

Raw Linseed
Boiled Linseed
Turpentine
Gas Engine Oil
Cylinder Oil
Floor Oil
Machine No. 1
Machine No. 2
Coal Oil

with profit to the owner.

The Way to Get More Profit on Paint Oils.

Look at the **barrels, faucets, measures, funnels and floors** if you want to see where a goodly share of your oil profit goes to. You can save every cen of this loss by using a Bowser System. It measures the oil directly into the customer's can. **No Measures nor Funnels.**

You can buy one pump and tank or a dozen. Just suit your own needs. You can try out only one at first. The price is reasonable. They protect you from fire and save their cost. Ask for FREE book No. 1 N.

S. F. BOWSER & CO., LTD., 66-68 Fraser Ave., TORONTO

OF PARIS

	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 71	0 76
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil, " raw	0 97	1 01
" " boiled	1 01	1 05
Rosin, "G" grade, bbl. lots, 100 lbs.	3 25	

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	1 00
Turps brown japan	1 10
No. 1 brown japan	1 35
Baking black japan	0 95
No. 1 black japan	0 75
Benzine black japan	2 50
Crystal Damar	2 25
No. 1 "	1 40
Pure asphaltum	1 50
Oilcloth	0 85
Lightning dryer	4 25
Elastilite varnish	2 25
Granitine floor finish	2 50
Sherwin-Williams' kopal varnish	2 25
Canada Paint Co's sun varnish	2 40
" Kyanize " Interior Finish	1 80
" Flint-Lac," coach	3 50
B.H. Co's " Gold Medal," in cases	3 00
Flattine floor finish	4 25
Elastica exterior finish	8 00
Stovepipe varnish, ½ pints, per gross	1 75
Pure white shellac varnish, in barrels	1 70
Pure orange " " "	1 25
No. 1 orange " " "	

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 15	6 15
Tiger Pure	6 15	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 40	7 40
" Anchor," pure	6 15	6 15
Ramsay's Pure Lead	6 15	6 15
Ramsay's Exterior	5 80	6 15
C.P. Co.'s Decorators' Pure	6 15	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

AUGER.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, bris., per gal	0 15
" tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per b	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55 1 70
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
Fire brick, Scotch, per 1,000	25 00 28 00
" English	17 00 21 00
" American, low	25 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 65
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and tops, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 95

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¼-inch per gross	9 00
" " ⅜ " "	10 00
" " ½ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1½ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 n per 100 lb.	4 80
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples	
½ x 5 per gross	2 25
6-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

Amatite ROOFING

MINERAL SURFACED NEEDS NO PAINTING

EVERYTHING about Amatite appeals to the man with common sense. He can see its superiority at once—the real mineral surface *which never needs painting;* the two layers of Pitch which is the greatest waterproofing material known ; the two layers of heavy Tarred Felt—all these contribute to the popularity of Amatite.

We can make Amatite better and cheaper than anyone else on account of our greater facilities, and consequently we sell it at a surprisingly low figure.

Simply the fact that it needs no painting is enough to make a man sit up and take notice—especially the man who has spent time and money in painting and repainting smooth surfaced roofings. **EVERY DEALER SHOULD PUSH IT.**

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

The Roofing House of Canada!

2 & 3-ply
Ready Roofing
"Black Diamond" Tarred Felt
"Joliette" & "Cyclone" Sheathing

"The House cool in Summer, and warm in Winter."

That's the line of talk that never fails to sell our Building Papers and Roofings.

They are guaranteed to be made of finest quality materials, to withstand all kinds of climates, and to be easily laid by any ordinary workman.

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Limited.
82 McGill Street, Montreal
Western Agent:
F. J. Cox,
Winnipeg

RED
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BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

HEINISCH

The above name on TAILOR SHEARS, TINNER SNIPS, SHEARS OR SCISSORS is your absolute guarantee of the very highest quality obtainable. We have 85 years' experience behind us, and the care taken in the selection of raw materials, together with correct tempering of the blades, have made HEINISCH GOODS the standard for the world. You will gain prestige with every pair of HEINISCH SHEARS you sell.

SOLD BY ALL JOBBERS

R. Heinisch's Sons Co. ***Newark, N.J., U.S.A.***



KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 108	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 5 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 50
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅝ and upwards, 9c.; under ⅝, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
very, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand. 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 35 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co', 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common...per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita...per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe...per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 24
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Aluminum Paint For Fall Decoration.

It doesn't matter whether you want it for store fronts or for stove pipes, if you get the right kind it will stay where it is put and illumine and brighten everything it touches. Dont imagine there is only the throwing in of Aluminum Bronze to a liquid and giving it a shake that makes a good Aluminum Paint. It requires just the proper manipulation to do the thing right.

Ramsay's Aluminum Paint

is made in just the proper proportions to give the best results. Ramsay's Aluminum is used on some of the most prominent church steeples in Montreal and elsewhere. Every dealer should stock Ramsay's Aluminum Paint because it answers for many purposes. It brightens and makes new every piece of metal or wood that it touches. There is no end of uses to which you can put Ramsay's Aluminum Paint.

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A. RAMSAY & SON CO.
MONTREAL
Established 1842



"DOMINION"

"The Crown of Quality"

TIN PLATES

Genuine high grade Charcoal Plates.
Heavily tinned. Each sheet tissue packed.

Specify "DOMINION CROWN" for your Fall order.

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MONTREAL

BRUSHES

We are the largest Brush Jobbers in Canada.
We give you VALUE IN:—

Paint Brushes
Varnish Brushes
Paper Hangers' Brushes
Kalsomine Brushes
Artists' Brushes
Horse Brushes
Scrub Brushes, and
Floor Brushes.

WE CARRY A BRUSH FOR EVERYTHING.

G. F. STEPHENS & CO.
Limited
WINNIPEG - - - CANADA
Branch at Calgary, Alta.

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Dominion Belting Co., Ltd., Hamilton
Sadler & Howorth, Montreal

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Gutta Percha and Rubber Mfg. Co., Toronto

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Consumers Cordage Co., Montreal
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts and Nuts
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The Steel Co. of Canada, Ltd., Hamilton

Bolts—Expansion
Star Expansio Bolt Co. New York

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Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co. Ltd., Guelph, Ont.
Tallman Brass & Metal Co., Hamilton

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Star Expansion Bolt Co., New York

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Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

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Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph, Ont.

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Dominion Oil Cloth Co., Montreal

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J. T. Slocomb Co., Providence, R.I.

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McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

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Hamilton Brass Mfg. Co., Hamilton

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Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

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National Cash Register Co., Toronto

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McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

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B. & S. H. Thompson & Co., Montreal

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Buffalo Mfg. Co., Buffalo

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Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

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American Wringer Co., New York City

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McClary's, London, Ont.
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E. T. Wright & Co., Hamilton

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Crookes, Jonathan, & Son
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Ernest Stevens, Ltd., Cradley Heath, England

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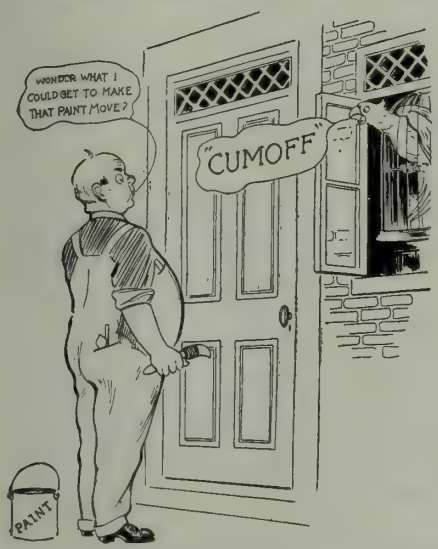
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ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25 % to 75 % of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

MISCELLANEOUS

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

PATTERN DRAFTING

TINSMITHS—Our special July offer of $10 cash for our Complete Course on Pattern Drafting almost exhausted the present edition. On Aug. 2nd we had only 36 courses left and we have decided to let these go also at the special $10 price. It's a case of first come first served. Send for particulars. Each applicant will be given a number until 36 are received, then this notice will be withdrawn. THE SHEET METAL SCHOOL, Box 419, Galt, Ont. (35)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

STOCKS WANTED

WANTED TO BUY—Complete stocks of any kind business. Inquire Box 580, HARDWARE AND METAL, Toronto. (34)

SITUATIONS VACANT

FOR JUNIOR PARTNER, young man, Protestant, with about $2,000, to extend established departmental store business in growing suburb in Montreal. Good chance to eventually own business. Address, "Partner," HARDWARE & METAL, Montreal. (35)

HARDWARE SALESMAN with 3 or 4 years' experience. For a young man with good habits this presents a splendid opportunity for advancement. State age, size, wages expected, and when could come. Also 3 all-round tinsmiths, who can do some plumbing. State same particulars. Taylor Bros. Ltd., Carleton Place, Ont. (36)

HARDWARE CLERK

WANTED—Hardware clerk, young man between 22 and 28 years. Must be good salesman and window dresser and know how to make a store look attractive. References required. State if can speak French or German and experience have had. First-class man can demand big salary. VERNON HARDWARE CO., LIMITED, Vernon, B.C. (37)

WANTED—A general manager for hardware manufacturing plant. Address, with references, P.O. Box 1458, New York City, N.Y. (35)

WANTED—Clerk, 3 or 4 years' experience in stoves and hardware; good stock keeper; steady position if suitable. Apply, stating salary, to Box 163, Coldwater, Ontario. (35)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

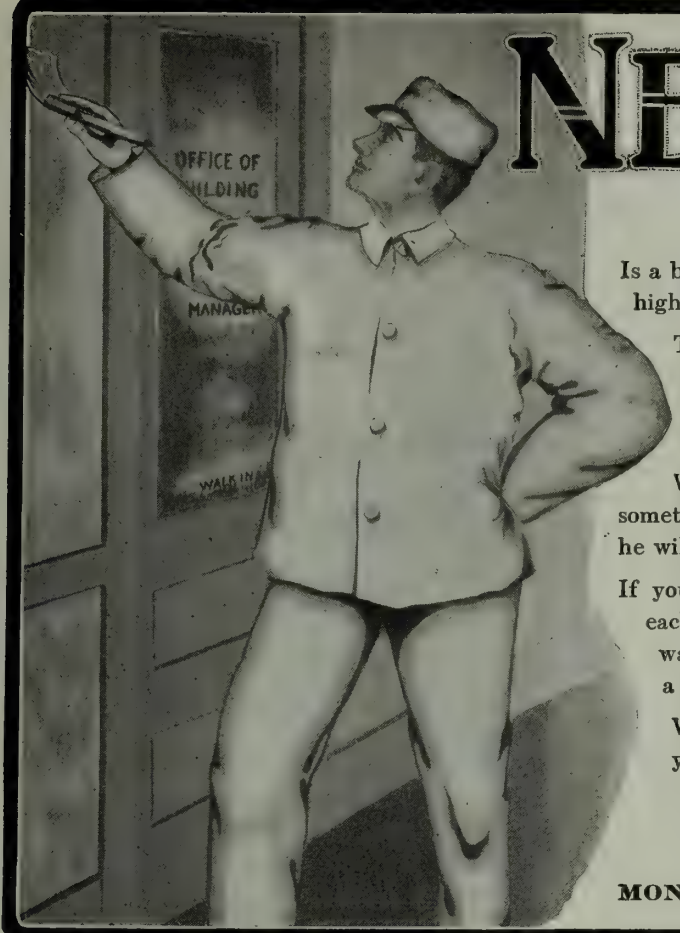
WANTED

PARTY EXPERIENCED IN FABRICATING Light Structural Steel, Angles, Etc., and with some draughting ability, to superintend the manufacture and erection of small buildings, warehouses, sheds, etc.

Good opening with established firm for reliable, ambitious man. State qualifications, age, salary wanted and give references.

Box 585, HARDWARE AND METAL,
(35) Toronto, Ont.

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto. (24tf)



NEU-TONE

An Artistic, Flat, Washable, Wall Finish.

Is a bonanza for the paint dealer; it opens an entirely new and highly profitable field for the paint store.

The out-of-date custom of finishing walls with Kalsomine or Wallpaper leaves little chance for profit to the dealer, in addition the non-permanent qualities of these finishes unjustly reflect discredit on the dealer who sells them.

When a man finishes his walls he expects them to last for sometime; naturally at the first appearance of spots or mars he will censure the dealer.

If you carry Neu-tone there will be satisfaction resulting from each sale when your customers see the ease with which their walls can be cleaned with soap and water. It's a big seller, and a sure repeater. The profits are steady.

We have a Neu-tone proposition open for you. Just advise us your name and address — we will tell you the rest.

The Martin-Senour Co., Limited

Pioneers of Pure Paint

MONTREAL **CHICAGO**

DON'T GAMBLE

It doesn't pay, no matter what it is you gamble in.

What we wanted to speak about particularly was Varnishes.

You cannot afford to take any chances on giving your customers a varnish which you do not ***know*** will give them satisfaction.

It is far safer to recommend

DOUGALL VARNISH

then you may rest assured that there will be no complaints and that your customers' faith in you will be increased.

Your customers will be pleased and you will reap the benefit.

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. **J. S. N. DOUGALL, President**

MONTREAL - - - CANADA

Associated with Murphy Varnish Co., U.S.A.

THE JOHN STEVENS CO., Limited

Wholesale Plumbers' Supplies

WINNIPEG

WE CARRY A COMPLETE STOCK OF

Steampipe, Fittings and Brass Goods

All orders receive prompt and satisfactory attention.

Write now for FREE copies of Blue Prints for septic tanks.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Secure Agency for your District

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon

327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto

Bigger Business— Better Profit

are assured the Hardwareman who features

International Varnish Products

They are the perfect products of 40 years' experience in varnish making, and have no superiors the world over. Leading dealers everywhere have built up business with International Goods.

Take

Elastica

Floor Finish, for instance. Its peculiarly elastic properties, combined with its remarkable wearing qualities, have made it a prime favorite for interior work.

ELASTICA positively will not mar, scratch or turn white. It is unaffected by moisture, and dries dust free, in from four to six hours.

ELASTICA NO. 2 is equally satisfactory for interior trim. May we have the chance to explain to you fully why you should recommend and sell International Varnish Products?

All International Products are sold in full Imperial Measure Cans.

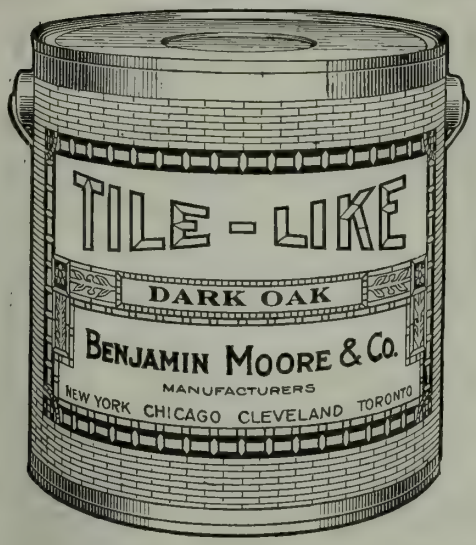
MADE BY THE

INTERNATIONAL VARNISH CO. LIMITED

CANADIAN FACTORY OF STANDARD VARNISH WORKS

TORONTO - - WINNIPEG

F-87



MOORE'S *Tile-Like*

is full of attractive selling points, and can be handled with profit by every hardwareman. "TILE-LIKE" is a colored **Varnish and Stain Combined,** and requires no stirring. No other varnish stain is so uniform in color as "TILE-LIKE," which has the added advantage of not hiding the grain of the wood.

Will not mar when used on floors, works easily, is slow in setting, and can be rubbed in 24 hours. Suitable for all kinds of interior woodwork. Buying "TILE-LIKE" means saving the cost of staining, and it will be found a high-grade varnish, the equal of any on the market.

GIVE "TILE-LIKE" THE PROMINENCE IT DESERVES.

Other MOORE Leaders are: Mooramel, Muresco, Floor Paint, Saniflat. House Colors, Impervo Varnish.

Write for Colour Cards and Prices.

Benjamin Moore & Co., Limited, Toronto

NEW YORK CHICAGO CLEVELAND





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

The Weakness of Shingles is the Strength of

RU-ber-oid Roofing

TRADE MARK REGISTERED



APPEARS ON WRAPPER

Probably the majority of your customers still roof their buildings with shingles as a matter of course, because they do not yet realize the greater safety and economy of RU-BER-OID Roofing. It's up to you to show them and get their business.

The shingle roof has thousands of edges—cracks---prospective leaks. RU-BER-OID makes a one-piece roof.

Shingles warp, split and gape apart in the blazing sun. RU-BER-OID is not affected even by tropical heat.

A shingle roof is a tinder-box---a menace if neighboring buildings burn' Burning embers will not set fire to a RU-BER-OID roof.

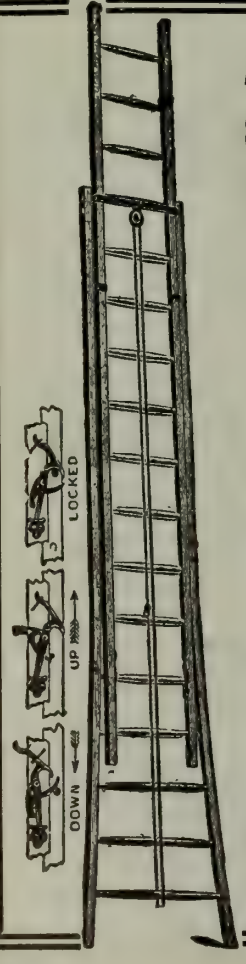
Shingles are slow and expensive to lay-- RU-BER-OID is quick and easy.

Even the much-lauded stained shingles fade quickly, while the beautiful soft Red, Brown and Green shades of Colored RU-BER-OID are permanent.

A clear statement of these points means a RU-BER-OID sale.

The Standard Paint Co. of Canada, Limited

286 St. James Street, MONTREAL
105 Tenth Avenue E., CALGARY
179 Bannatyne Avenue E., WINNIPEG
25 Pender Street W., VANCOUVER



An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The
Stratford Mfg. Co.
Limited
Stratford - - Ontario

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The
R. McDougall Co., LIMITED
GALT, CANADA



Does the Public Know—Really Know—and Immediately Recognize the Varnish Labels on Your Shelves?

There's a tremendous advantage in selling goods that the customer knows.

With Berry Brothers' Varnishes there is something more than a known reputation.

The label itself is also known—known and recognized at sight through the pictures in our big-space magazine advertisements.

If you have Berry Brothers' Cans on your shelves you have varnish that practically sells itself. The customer sees in them an old friend that he is ready and willing to trust.

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE LIQUID GRANITE MARK

For finishing floors in the most durable manner possible.

WOOD LUXEBERRY FINISH

For the finest rubbed or polished finish on interior wood-work.

ELASTIC INTERIOR FINISH

For interior wood-work exposed to severe wear and finished in the full gloss.

ELASTIC OUTSIDE FINISH

For front doors and all other surfaces exposed to the weather.

BERRY BROTHERS, Limited
The World's Largest Varnish Makers
WALKERVILLE,
ONT.

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK
IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

TRADE MARK KEYSTONE BRAND REGISTERED

BRUSHES and BROOMS
FOR FALL TRADE

It is worth your while to be certain that you place in the hands of your customers only goods which are absolutely reliable. You can do this if you handle the **Keystone Brand**, as no brush or broom is allowed to leave the factory unless perfect in every respect.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - ONTARIO

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

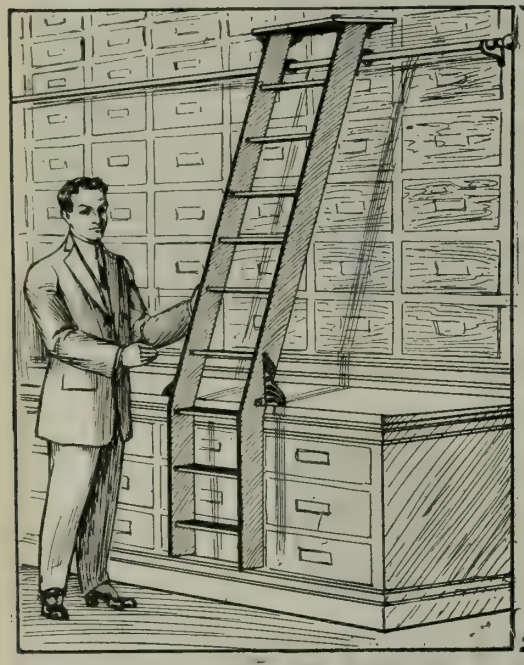
Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardbord Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal.
For British Columbia—AMES BROS., Box 355, Vancouver, B.C.
Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell is now in Canada fixing up Agencies. Write him at once.



Everything is accessible
WHEREVER OUR

BICYCLE STEP-LADDER

IS USED.

Build your shelving from floor to ceiling and economize space. No matter how high your shelving may be we have a ladder to meet your demands—a ladder that satisfies both climbing need and the easy sliding requirement.

Our Bicycle Step Ladders are built of hardwood in any finish you desire and are guaranteed to be the most durable on the market.

WRITE FOR CATALOG AND PRICES.

The Hamilton Brass Mfg. Company, Limited
Hamilton, Ont., and Montreal, P.Q.

FILES OF QUALITY

"Delta New Cut" are clean cutting files

Give the service demanded by high grade mechanics. They are made from the best English steel and have specially cut teeth that assure a certain attack and excellent finish on every job.

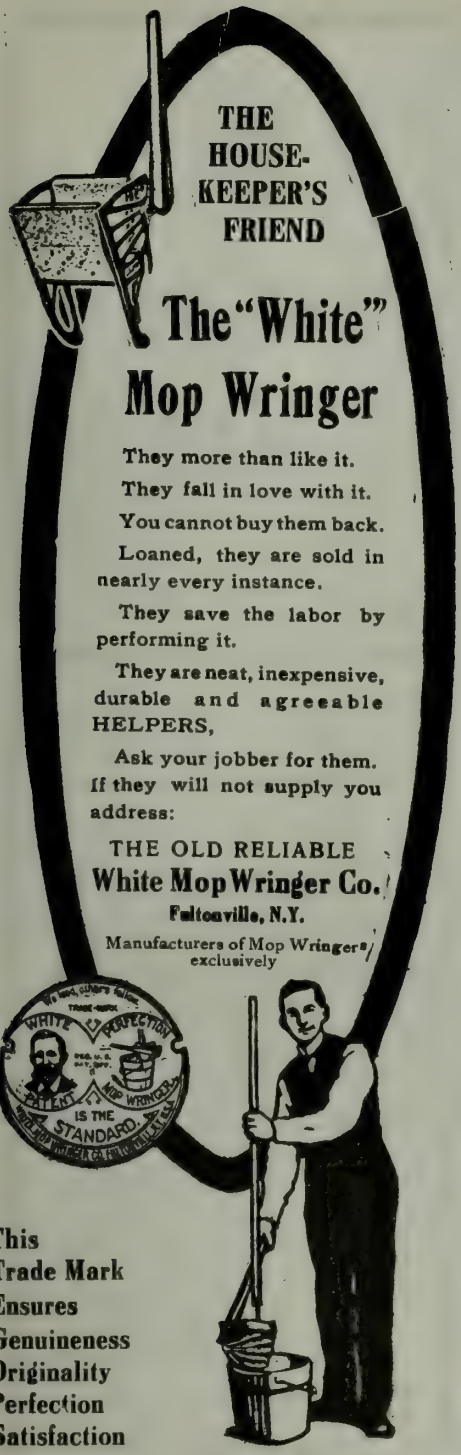
The tang is drawn without a shoulder and the lines on the edge of the file are parallel until very close to the point when they taper very sharply. Delta File service has become a standard in many up-to-date machine shops. Put them in stock—they are guaranteed to give first class satisfaction.

Write at once

TRADE MARK DELTA

Delta File Works, Philadelphia, Pa.

Canadian Selling Agents—H. S. Howland, Sons & Co., Toronto; Stark-Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.



SUPERIORITY!

We have spared no expense in the manufacture of NEW ERA PAINT, which has resulted in a paint that will outlast, cover more surface, hold its color better, stand more extremes of the weather and give a more brilliant finish than any high-priced paint you can buy.

NEW ERA PAINT

NEW ERA is a paint made especially to meet the requirements of the most critical user, and is sold at a price that is within estimates of every painter.

Write to-day for this guaranteed paint—it will pay you.

Standard Paint & Varnish Co., Limited
WINDSOR ONTARIO

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

ROYAL POLISHES

A line worth handling—Royal Polishes contain no chemicals to injure the finest metals. As they are made in Canada we are able to sell them to you at a price very attractive to your customers and at the same time to allow yourself a good margin of profit. Your customers will learn to know the excellent qualities of Royal Polish and your sales will increase.



Royal Polishes Company, Montreal

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN
CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES

Write for Prices

Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited
WOODSTOCK, - ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

All Bits may look alike to you



but there's as much difference between the FORD and ordinary bits as there is between Black and White.

It is unquestionably the finest Bit ever made. No other bit CAN bore as rapid, no other Bit DOES bore as smooth and no other bit has the "accurate to the fraction of an inch" clean cutting qualities the FORD possesses.

FORD BITS will bore straight through the hardest knots

without turning off the least. The FORD Patented Concave Twist is a marvel. As it works it throws all borings to the centre, thus insuring a free, easy action from the moment the screw point starts until it bores out.

Enthusiastic Ford Users have termed it "The Twist that saves the wrist" and once you try a Ford you'll agree that it does save many a twist, bores as easy again and leaves a smoother hole than any bit you ever used.

Progressive dealers everywhere sell this money-saving, labor-saving bit. Insist upon the FORD—each one fully guaranteed.

Write for our free Catalog G---and descriptive circulars.

Ford Auger Bit Company
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

MR. HARDWARE MAN

How is your stock of glass for the fall glazing trade?

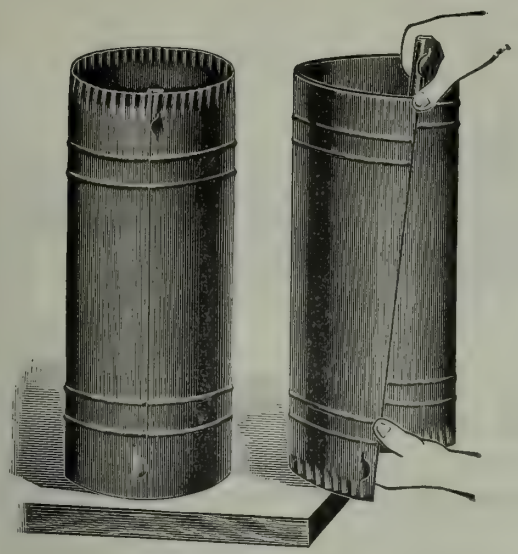
Cold weather will soon be upon us and new buildings will be closed in and damaged windows repaired. Is your glass stock in such shape that you can get your share of this profitable business?

OUR SHEET GLASS STOCK IS WELL ASSORTED AND WE CAN FILL YOUR ORDERS COMPLETE AND SHIP PROMPTLY.

The Consolidated Plate Glass Co.

of Canada, Limited

WINNIPEG TORONTO MONTREAL



Wright's Perfect Scheip's Patent Stove Pipe

Nestable---Will Not Telescope.

No staples to get lost—quickly locked in position.
As rigid as riveted pipe.
6 and 7 inch.
Packed 25 lengths in a crate.

Shipping weights..... 6 inch ..... 45 lbs. to crate.
" " ..... 7 inch ..... 50 " " "

Oiled before shipping to prevent rust.
Made of a fine quality of blue-black steel plate.

STOVE PIPE IS BEING ASKED FOR NOW—ORDER NOW.

E. T. WRIGHT & CO., - HAMILTON, CANADA

(H. G. Wright)

Winnipeg distributing agents—Merrick-Anderson Co., Winnipeg, Man.
Toronto agent—F. B. Wilson, 33 Maitland St., Toronto, Ont.
Vancouver distributing agents—Macpherson & Teetzel, Vancouver, B.C.
Winnipeg agents—W. Reynolds & Co., Winnipeg, Man.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

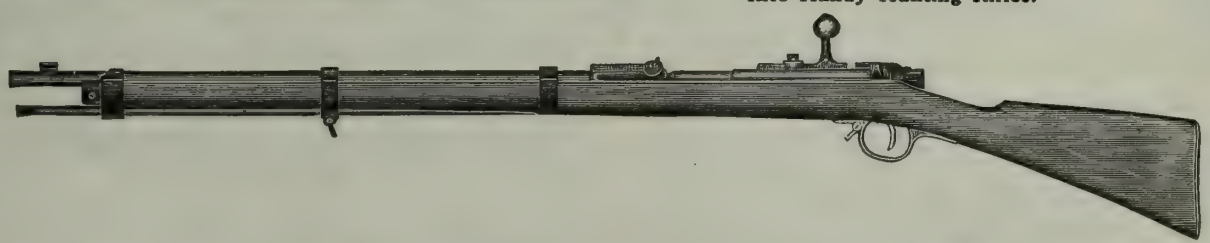
WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

Mr. Hardware Dealer

Convert Your Stock of Mauser Military Rifles Into Handy Hunting Rifles.



By Shortening the Barrel to 26 or 24 Inches, Reducing the Magazine to five Shot, Bending the Bolt, Taking Away Portion of Rear Sight, Replacing Fore-Sight, Reducing Weight 1½ to 2 lbs.



We Offer to Do All This For

$2.00 Each

DORKEN BROS & CO., - - - 140 McGill Street, Montreal

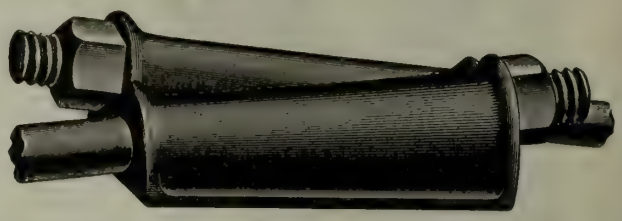
ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

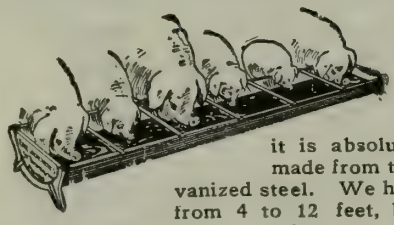
TANK LUGS



For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from ⅜ to 1½ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited, OTTERVILLE ONTARIO

Heavy Steel Hog Trough



This trough is unequalled in efficiency by any other on the market.

It cannot leak, as it is absolutely rivetless and made from the best grade galvanized steel. We have in stock lengths from 4 to 12 feet, but will make odd lengths to fit any pen to order at special prices.

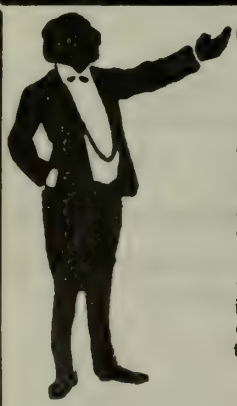
ERIE IRON WORKS, Ltd., ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

British America Assurance Company
A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

WESTERN ASSURANCE COMPANY
Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C FOSTER, Secretary

THE SANITATION PROBLEM SOLVED



by the invention and patent of Aerated Sanitary Dry Closet. No waterworks or sewerage required. No polluted matter to be carried out regular. Just as convenient as the flush closet, at a very small cost. The liquids carried off by a small ¾ gas pipe and run in a hole outside. By the use of a chemical the solids are disposed of. Sold on trial.

We will be at Toronto Exhibition Board of Health Department.

Kendrick & Co., Simcoe

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

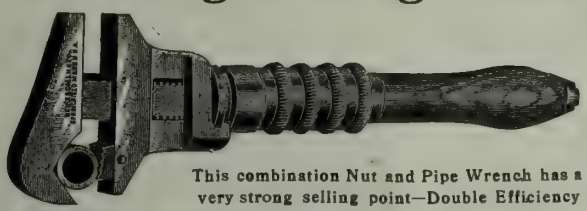
METALS

Prompt delivery from stock

Tallman Brass & Metal Co.

HAMILTON, ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

WOOD SCREWS



The 20th Century

Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.

Send us an order and give them a trial.

RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

WALL PLASTER

THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.

LIMITED

Winnipeg, Manitoba

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

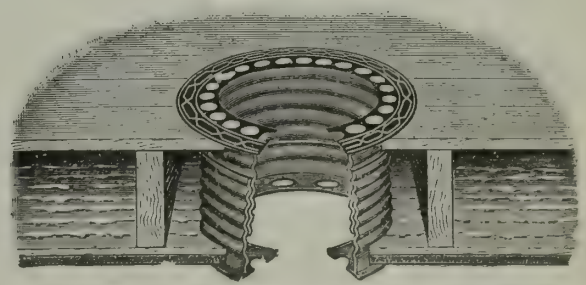
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.

PRESTON & MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3833 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.

BALL BEARINGS

SEND FOR CATALOGUE 76
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Wiebusch & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

COAT HOOKS.

"When you want Wire Hat & Coat Hooks think of Gold Coin make and ask your Jobber.

JAMES & REID,
Sole Manufacturers
Perth, Ont.



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

FILTERS.



FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
Eastern Repre.—J. S. Mullen, 1749 Park Ave., Montreal, Que.
Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.



HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

LAMP BLACK.

L. MARTIN COMPANY
The world's largest manufacturers of
Lampblacks
62 years' reputation behind every package.
See our quarter-page advertisement appearing every alternate issue of "Hardware & Metal."
New York Philadelphia Cincinnati London, Eng.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

MOOSE JAW
Whitlock & Mariatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

JAS. BISSET & CO.
MANUFACTURERS' AGENTS
260 St. Paul St., QUEBEC, QUE.
Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

The Hilborn Co., Ayr, Ontario.

TRUCKS.

Corbett Roller Bearing Trucks are the only modern trucks on the market.

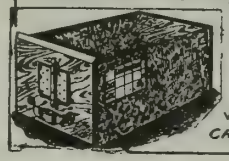
Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc,

Write for Illustrated Catalogue.

CORBETT FOUNDRY & MACHINE CO.
OWEN SOUND :: ONTARIO

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

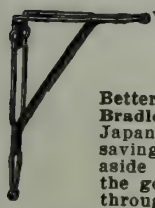
John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 52 Canada Life Bldg., Montreal

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the Bradley Steel Bracket. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

CLOTHES WRINGERS.

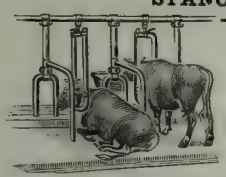
The Estate of O. D. COWAN
GANANOQUE, ONTARIO

CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROWS

Agents { Asselin & McMaster, 207 St. James St., Montreal
J. A. Girard, Quebec, Que.

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

STANCHIONS



O.K. CANADIAN U BAR STEEL STANCHIONS will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

TIMBER JACKS.

TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS

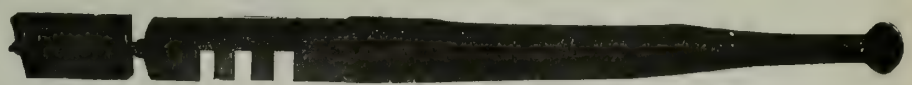


They are simple, powerful, reliable, expeditious. A necessary tool for every farmer.

TREWHELLA BROS
9 Alma Street, Smethwick, Birmingham, Eng, and Trentham, Victoria, Aust.

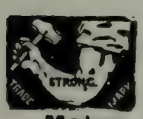
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

TOOL HOLDERS.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

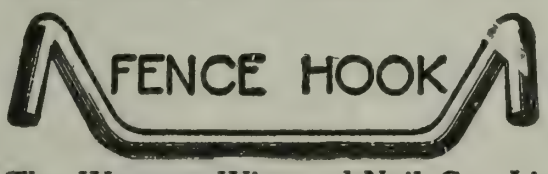
106 N. Francisco Ave.
CHICAGO, U.S.A.



Make **ONE POUND** of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

Write for Catalog.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

NICKEL PLATING

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

Coppersmiths and Brass Founders, :: :: :: TORONTO, ONT.

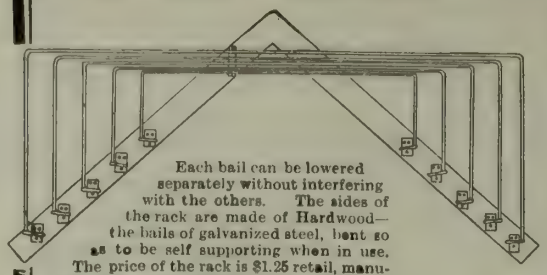


CHARLES LINDSAY

Rumford Works, 33 Great Hamilton Street
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. ***Write for Catalogue***

Canadian Representative---**H. L. SOPER**
Post Office Box 1975 - - - WINNIPEG



Each bail can be lowered separately without interfering with the others. The sides of the rack are made of Hardwood—the bails of galvanized steel, bent so as to be self supporting when in use. The price of the rack is $1.25 retail, manufacturer's price, $9.00 per doz. This is a sure seller. Order from your wholesaler or direct from us.

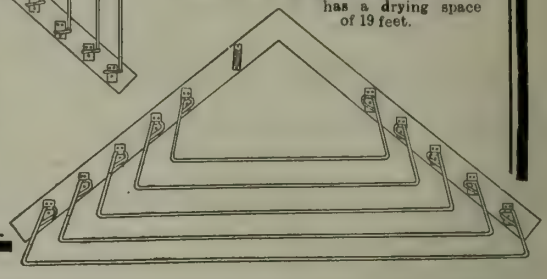
Modern Machinery Co.
SARNIA, ONT.

Convenience

is the chief characteristic of this high-grade

CLOTHES RACK

It can be fastened to the wall near a stove or range and when closed projects only 1½". When extended and all the bails are down, it stands out only 14" from the wall and has a drying space of 19 feet.



—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



HERCULES

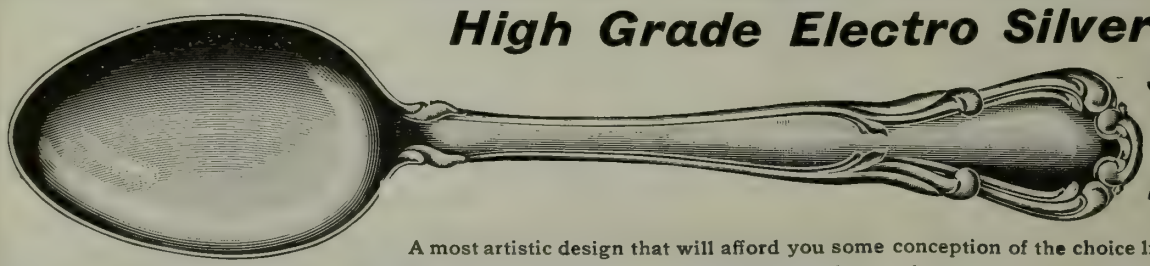
SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

Mention this paper when writing Advertisers.



High Grade Electro Silver-plated Spoon of Durability

A most artistic design that will afford you some conception of the choice lines that we manufacture. Every dealer is authorized to make good our guarantee, therefore he runs no risk.

Write for catalogue and prices.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal; N. F. GUNDY, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.



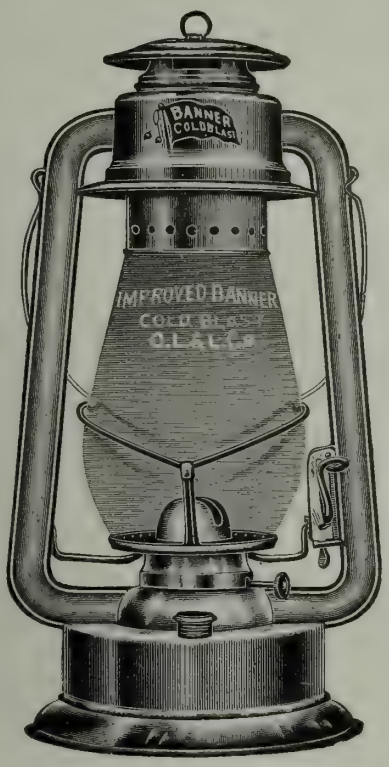
Maxwell's "Blue Belle" Washer

is easily the best of its type. The upper rubbing board revolves in one direction while the tub, with its rubbing surfaces, turns the opposite way, making it wash very fast. Powerful coil springs underneath the tub keep it going with very little effort on the part of the operator. A feature of the "BLUE BELLE" is that there is nothing about it which can possibly tear the clothes. Tub made of Red Cypress and finished in fine style.

DAVID MAXWELL & SONS, ST. MARY'S, Ont.

BANNER COLD BLAST LANTERN

NOTE THE POINTS



YOU GET VALUE IN
WORKMANSHIP
MATERIAL
AND
DESIGN

THAT MEANS
SATISFIED
CUSTOMERS

ASK YOUR JOBBER HE HAS THEM

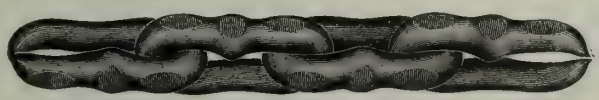
Ontario Lantern & Lamp Co., Limited
HAMILTON, - - ONTARIO

BOOST THE SALES

A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

Office: *BUFFALO, N.Y.*

McKinnon Chain Co.

Factory: *ST. CATHARINES, ONT.*

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

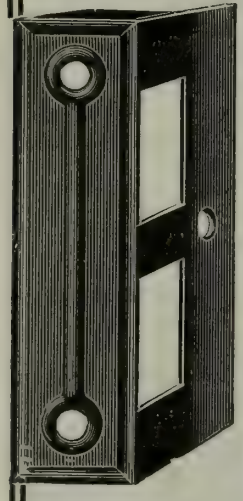
Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

Durability - Service

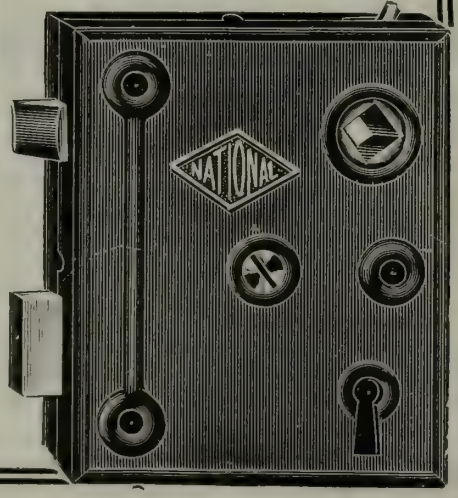


These two essentials of a really satisfactory lock are combined with others in

NATIONAL STEEL RIM LOCKS

The locking mechanism is entirely pivoted on a central pin, and is simple in the extreme—a great advantage over other styles.

For strength and fine finish our locks are unequalled.



Write for particulars to

NATIONAL HARDWARE CO., Limited
ORILLIA, ONT., CANADA

UTILITY and ELEGANCE

Are Notable Features of our

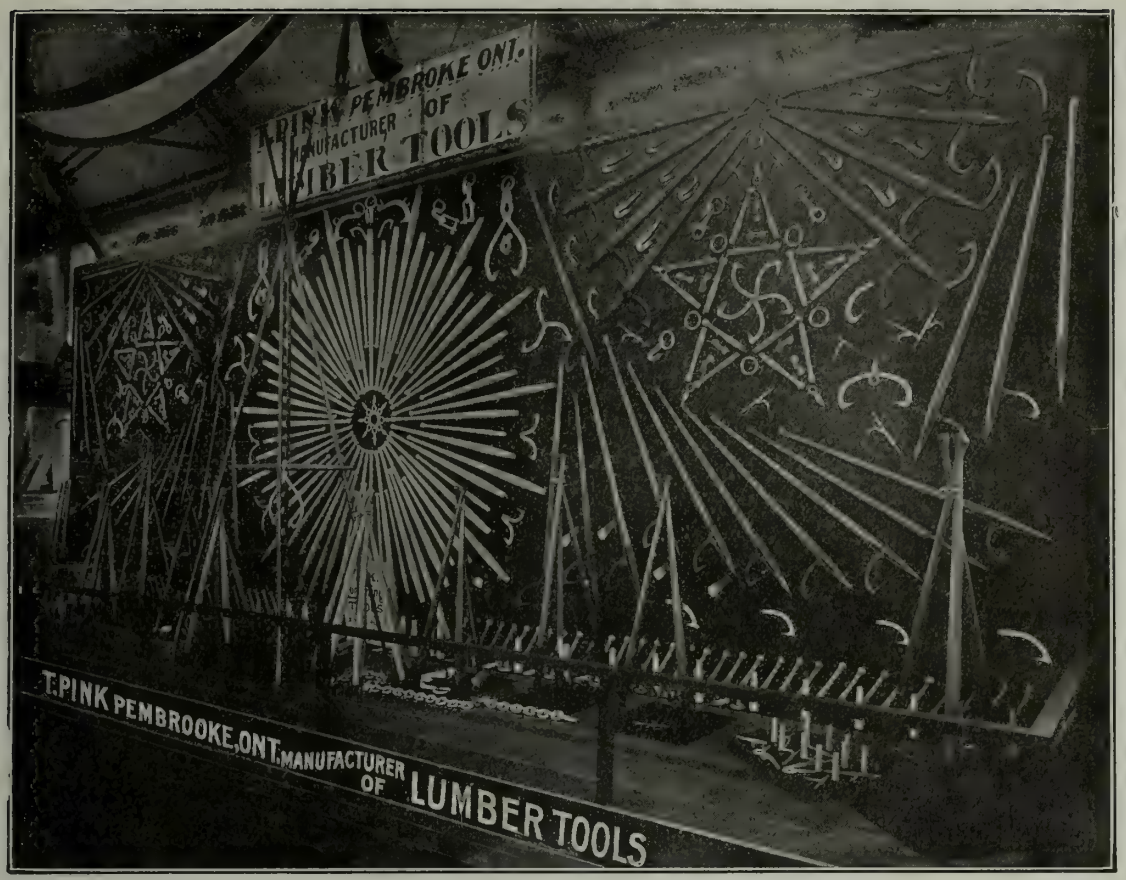
HIGH-GRADE URNS



Suitable for Hotels, Restaurants and Cafes. Great care is taken in their design, so that the finished product is besides an efficient heating appliance an artistic addition to the furnishing of the room in which it is placed. The satisfaction of our customers is the best proof of our claim that our Urns are the most satisfactory obtainable.

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co.,
28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

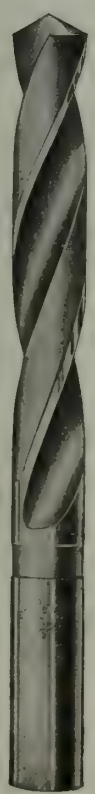
The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



FROM THE STANDPOINT OF ECONOMY

There are no Twist Drills on the Market to-day that equal the

"W & B DIAMOND"

because they will give Greater Service with Less Grinding than any others.

Made from selected Carbon Steel as well as Vanadium High Speed Steel and in all sizes and patterns.

Guaranteed to be absolutely accurate and of highest quality.

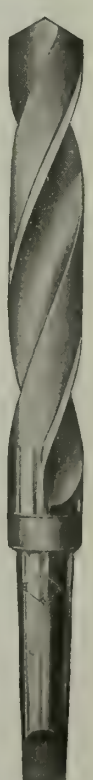
Trade W B Mark

TOOLS OF QUALITY BEAR THESE MARKS

Trade W&B Mark

The "W & B" Trade Mark is a guarantee of Quality and its adoption will give quality to your products.

Consult with your jobber or write us and ask for Catalogue 74 E.



THE WHITMAN & BARNES MANUFACTURING CO.

ESTABLISHED 1854

ST. CATHARINES, : : : : ONTARIO

Complete Stocks Carried in Montreal and Winnipeg

ATKINS



Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

No. 190

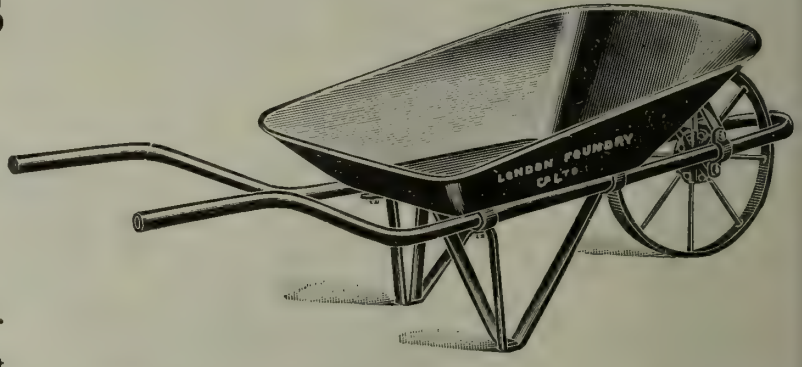
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Hamilton, Ont. MAKERS OF STERLING SAWS U.S. Factory, Indianapolis, Ind.

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for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

Have the Agency in Your Town for the **Simonds** "Crescent Ground" **Cross-Cut Saws**

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

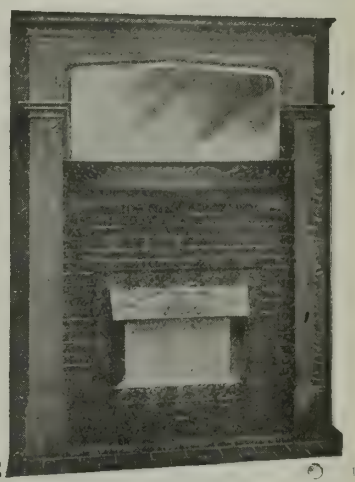
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan 23rd, 1909

Messrs. J. W. Harris Mfg. Co., Ltd.
129 Sanguinet St., Montreal

Dear Sirs:

Enclosed you will find my cheque to cover account for the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here, and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



Increased Sales of "Ross" Rifles Will Follow the Wonderful Successes of Canadian Marksmen at Bisley

(*Canadian Associated Press*)

Bisley, Eng., July 22.—The greatest feat ever performed in the history of rifle shooting at Wimbledon, or Bisley, was that performed by Private Clifford, of the 10th Royal Grenadiers, Toronto, this afternoon. On Wednesday last the Canadian marksman won the second most valuable prize of the meeting, the Prince of Wales £100. To-day he added to it the blue ribbon of the meeting, the King's Prize of £250. Never before have these two rich prizes fallen to the same man.

The Bronze Medal awarded the leader at the end of the first stage was won this year by Corporal Trainor, of Toronto. Both marksmen used the Ross Rifle.

Dealers everywhere will see the wisdom of being prepared for increased and increasing sales.

THE ROSS RIFLE CO., Quebec, P.Q.

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6⅞ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

STILL'S EXTRA AXE HANDLES

Have become extremely popular with men who demand a strictly first-class handle.

This is an excellent line, and if kept in stock and given a little boost, will prove to be your greatest money maker.

Send us a trial order at once and be added to our list of satisfied buyers.

J. H. Still Mfg. Co.,
LIMITED
St. Thomas, Ontario

INDISPENSABLE TO THE MECHANIC!



A DISPLAY OF
SLOCOMB Micrometer Calipers

will not only convey the impression that you are a dealer in high-grade tools, but will influence the valuable trade of the best mechanics to your store SLOCOMB Calipers are made in all sizes from 0 to 24 in hes and from 0 to 600 MM Metric. They will be found to be of mircroscopic exactness and, being made of the very finest materials, they wear exceptionally well.

J. T. SLOCOMB CO., Providence, R.I., U.S.A.

CANADIAN AGENTS:—Wood, Vallance Co., Hamilton and Toronto, Ont.: Aikenhead Hardware Co., Toronto; Foss and Fuller, Montreal.

***LUFKIN* Measuring Tapes**



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

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Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



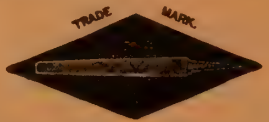
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EKERT PROCESS
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VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

Best English Make

5 Cwt. Casks.

Stock or Import

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INSURE YOUR BUSINESS

against loss of customers and profits because of goods of inferior quality by ordering

STANLEY'S

WROUGHT STEEL

BUTTS and HINGES

THE GUARANTY TRADE S.W. MARK OF QUALITY

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CANADIAN REPRESENTATIVE

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HARDWARE AND METAL

Published Weekly by

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Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 34 Royal Bank Bldg
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 9, 1911 NO. 36

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Pliers SPECIALITIES OF ALL DESCRIPTIONS Vices

For Sale by Leading Wholesale Houses

"Southern Cross"

BLACK SHEETS

Can be beaten into any shape, but you can't beat the quality.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

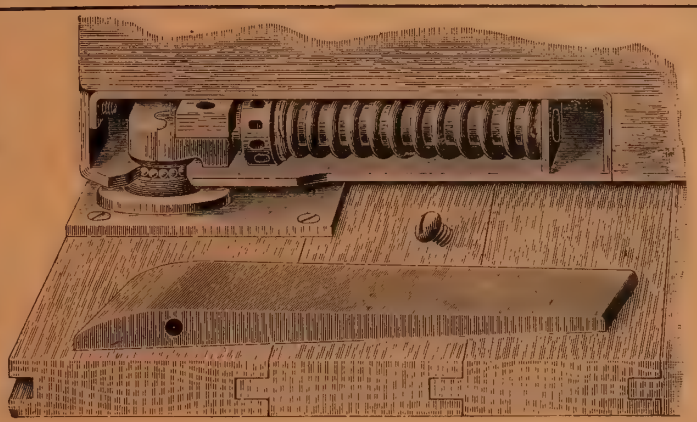
"TAYLOR-FORBES"

WROUGHT STEEL - BALL BEARING

Chief Spring FLOOR HINGE

is built for service and contains the finest obtainable material, assuring long life and hinge efficiency.





They can easily be installed without cutting mortise in floor and are so constructed that water cannot get into working parts and cause corrosion. The tension of the spring can be handily adjusted at any time.

First piece of lower cut is pivot for upper jamb.
Second piece is socket for top of door.
Third piece is hinge for door.

Write for prices and full particulars.

Taylor-Forbes Co., Ltd.

Guelph, - Ontario

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal; H. G. Rogers- 53½ Dock Street, St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Travellers' Bldg., Winnipeg; Canadian United Mfrs. Agency, London, Eng.

Big Ben is coming to Canada!



Height 7 inches. Dial 4½ inches.
Rings steadily for 5 minutes, intermittently for 10.

Big Ben, the biggest alarm clock success that's ever been known in the United States, is coming to Canada, And we are going to make him like it so well that he'll never want to come back.

We have now completed steps to introduce Big Ben to the *Canadian* trade on as extensive a scale as we did in the United States.

Beginning with September we will extend our campaign to all the leading *Canadian* publications and in order to enable *Canadian* dealers to get the maximum benefit from our advertising, we are packing Big Ben especially for the *Canadian* trade 6 in a carton with a full set of store selling helps (Posters, Show cards, Metal Signs.)

On an order for 12 he comes with a mahogany display stand. On an order for 24 you con *have your name printed on dials,* get the stand, the posters and a beautiful metal sign, lithographed in five colors.

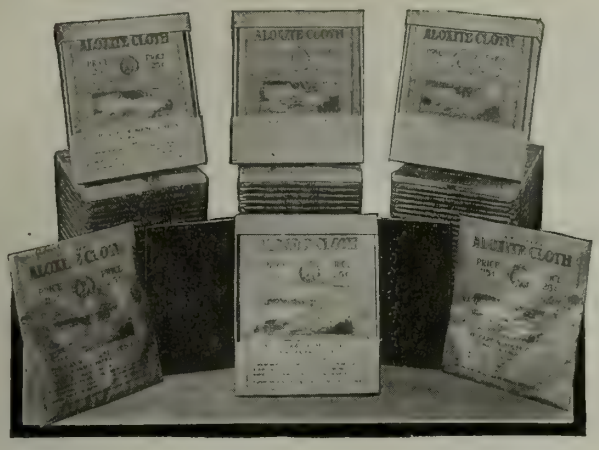
His retail *Canadian price* has been fixed at $3.00. You can sell him for more if you want, but you may not sell him for less.

Big Ben and his Selling Helps are already carried in stock by 34 Canadian wholesalers. We shall be glad to let you have their names upon request.

In broken lots, $2.20 less 5%. In lots of 24, $2.10 less 5%

[Dealers' names printed free on dials in lots of 24]

Western Clock Co.
LA SALLE, ILLINOIS



ALOXITE CLOTH

THE CLOTH THAT CUTS

Aloxite is a new abrasive material made by The Carborundum Company. It is extremely hard, exceedingly sharp and decidedly tough. Aloxite Cloth is uniformly coated with this remarkable abrasive and it is far superior to emery cloth for general shop use. Aloxite Cloth is flexible—it *cuts*—cuts clean and fast—gives a better finish and because of the temper of the grain lasts longer. Your machinist customers will quickly realize its merits. This means repeat orders.

Put up in handy 9 x 11 sheets, 6 sheets in an envelope, 6 envelopes in a counter display carton or in ream bundles. Retails 6 sheets for a quarter.

Glad to send you Samples. Are you a Carborundum Sharpening Stone dealer?

The Carborundum Company, Niagara Falls, N.Y.

These Two

"YANKEE" TOOLS

are Catching the Mechanics

Quick Return No. 130

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.



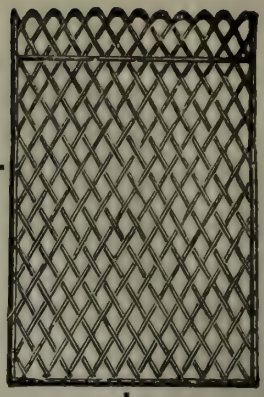
"YANKEE" Push Brace No. 75

Bores ⅜" holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws---takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver. *These Are the Coming Tools.*

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



WHY DON'T YOU?

Make a canvass yourself—or have your brightest clerk do it—of the public buildings in your locality and sell some of

GREENING'S

Wire Window Guards

We make them to special order at all prices, in an enormous range of style, size and finish. Send us your measurements for quotations and samples. We are the largest manufacturers of these goods in Canada, and the name "Greening" stands for supreme quality in woven wire goods throughout the length and breadth of the country.

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The B. GREENING WIRE CO., Limited
HAMILTON MONTREAL

Catalogues sent on application

Enamelled Sheet Metal Ware

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Sheet Steel and Galvanized Ware

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Successors to KEMP MFG Co
MONTREAL. TORONTO. WINNIPEG.

Oil Stoves Oilers Lanterns

Japanned and Copper Ware

Stove Shovels Metals Etc.

Prompt shipments guaranteed

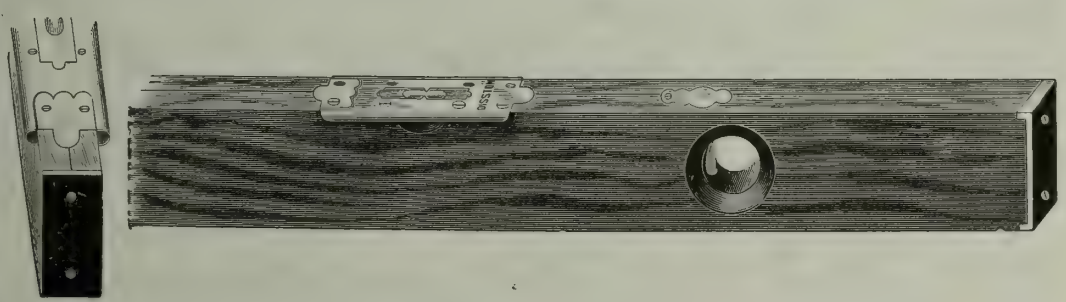
Disston PLUMBS AND LEVELS

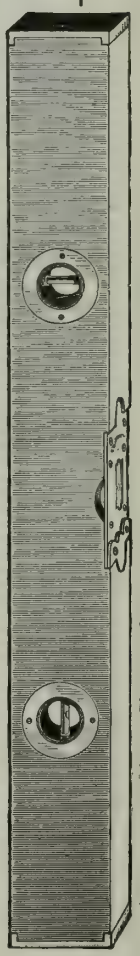
For All Classes of Mechanics



THEY HAVE BEEN SOLD FOR NEARLY 50 YEARS.

They are of the same High Standard of Quality, Workmanship and Efficiency which has won WORLD-WIDE RENOWN for DISSTON BRAND GOODS for the past 71 years.





THE NAME

Disston is a Guarantee of Quality

"It's a Name the Dealer Can Profit by"

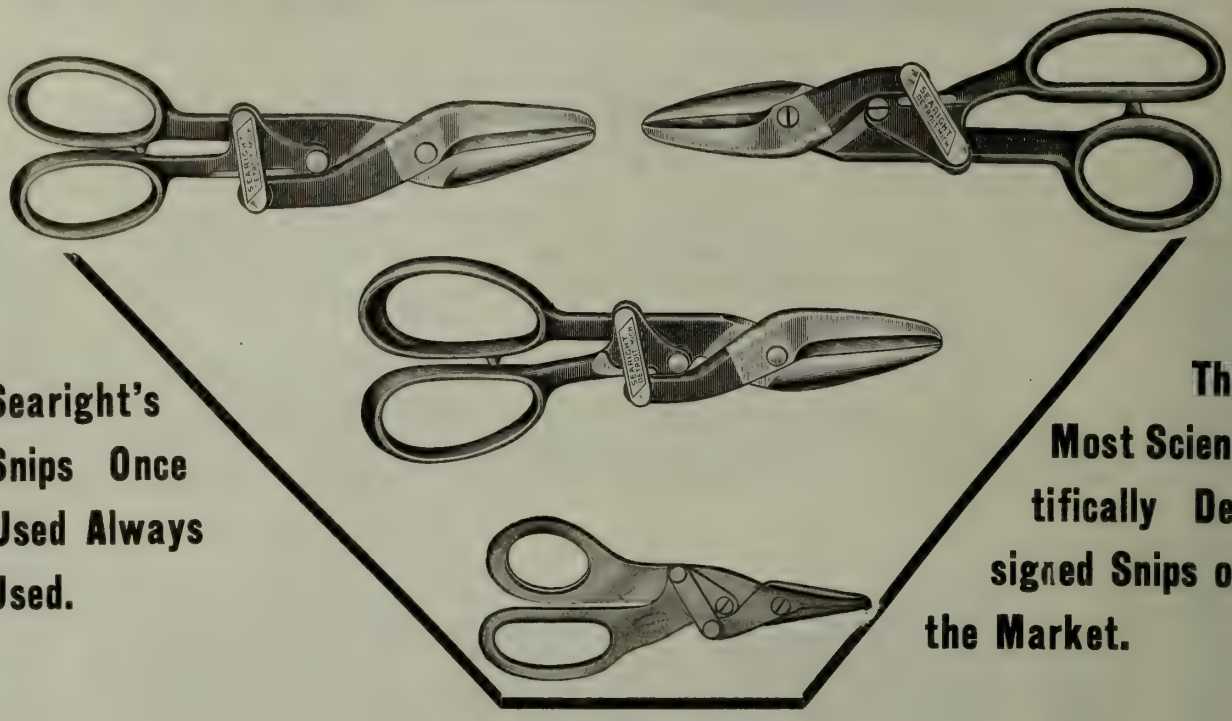
The Stock of Disston Levels is of the Best Grade of Wood, Well Seasoned and Accurately Finished. The Glasses are made of the Finest Flint Glass. The Liquid cannot freeze. The Bubble is Unerring to the Slightest Variation. The Mountings are Nicely Finished and Always Closely and Neatly Fitted to the Stock. THE GOODS ARE PERFECT.

We are headquarters for Disston Goods.

LEWIS BROS, LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

SEARIGHT'S
Compound Lever Snips



Searight's Snips Once Used Always Used.

The Most Scientifically Designed Snips on the Market.

Carry the Searight Snips in stock and you can't go wrong. They are having a large sale by the Hardware Trade, as all practical Mechanics and Tinsmiths will have no other.

They are correctly built to withstand the strain of Heavy Work without injury.

Searight's Compound Lever Snips after once used are indispensable.

WE SHIP PROMPTLY Write for Prices and Circulars WE SHIP PROMPTLY

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WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL - - - CANADA

Just What Every Farmer Wants

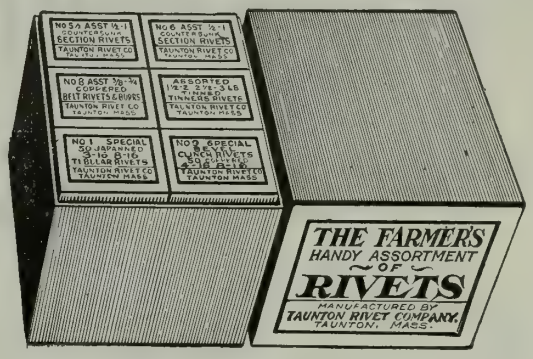
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While they last we will sell these No. 1 L Door Springs, complete with Checks, at $1.00 each net (f.o.b. Montreal). Old copper finish for right or left hand doors.

A Complete Set of Repairing Rivets
For Mending
Machinery or Harness

Price $1.50

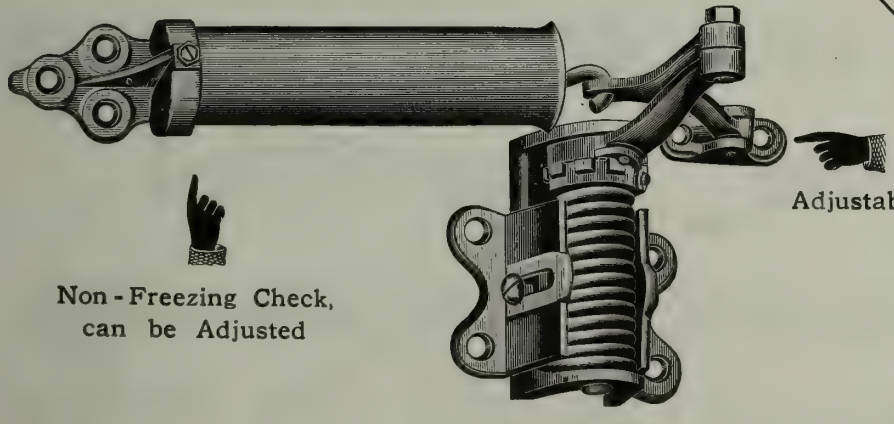
Per Dozen Sets. like Illustration
F. O. B. MONTREAL



Contents of each Set—

1 Box No. 6 Section Rivets, Asstd., ½ in to 1 in.
1 Box No. 5½ Section Rivets, Asstd., ½ in to 1 in.
1 Box No. 8 Cop'd Belt Rivets and Burrs, Asstd., ⅜ to ¾ in.
1 Box Tinners' Rivets, Asstd.
1 Box Jap'd Tubular Rivets, Asstd.
1 " Cop'd Clinch " "

LIMITED QUANTITY ONLY



Adjustable Spring

Non-Freezing Check, can be Adjusted

These No. 1L Door Springs and Checks work perfectly on Inside or Outside Doors under 2 in. thick, not over 3 feet wide.

Caverhill Learmont & Co

MONTREAL and WINNIPEG

The

Steel Company of Canada

Limited





M. R. M.

HORSE NAILS



The Quality is Guaranteed by the use of Best Swedish Steel Rods

WOOD SCREWS, MACHINE SCREWS

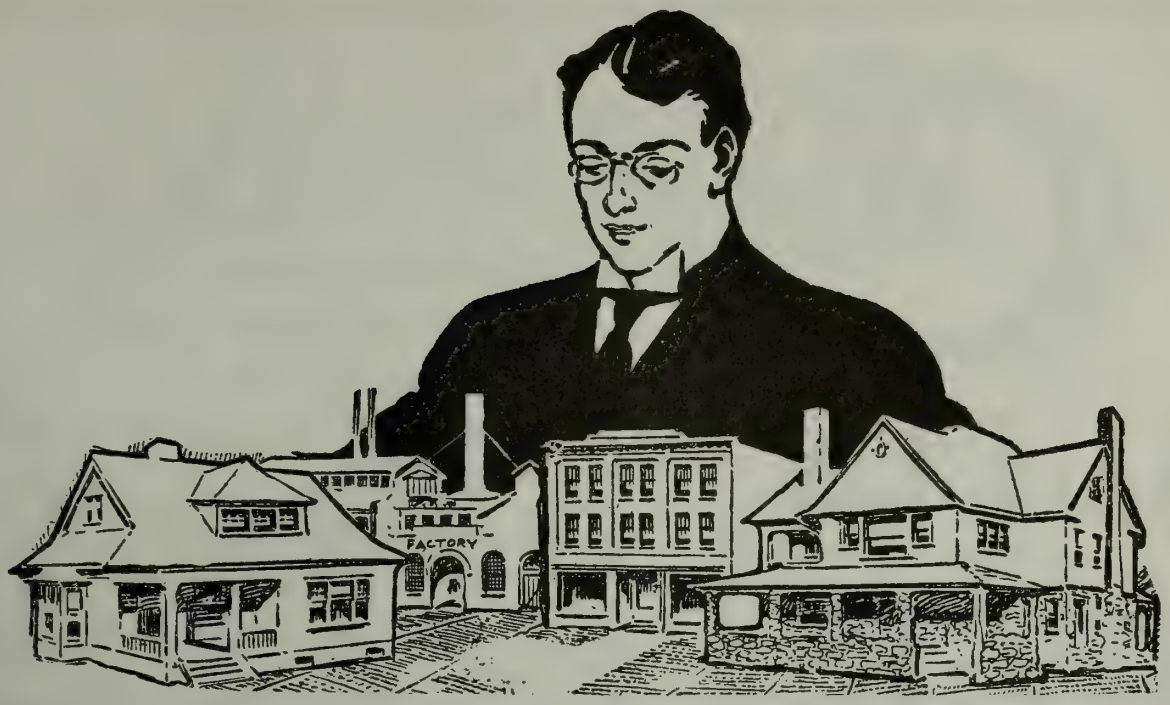
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Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods, Horse Shoes, Wrought Pipe, Wire Field Fencing.

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Samson Ready Roofing

pays both buyer and seller.

Many merchants are pushing "Samson" Roofing in preference to any other, and we want to carry their enthusiasm to those who don't know yet how superior it really is. The manufacturer has devoted his best efforts to the production of a roofing that would be easy to apply—not too costly—of attractive appearance and lasting qualities. You can guarantee the "Samson" Ready Roofing to your customers with every assurance of giving satisfaction.

SAMSON LINES GIVE SATISFACTION

Each article carrying the "Samson" brand that you sell adds to the "Samson" reputation for "making good." Get after those who have bought other "Samson" Goods and see how quickly they respond. You won't need to urge their merits with our guarantee covering every sale you make.



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H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



CSG Co. CRESCENT BRAND

BUTTS AND HINGES

Our Brand guarantees the quality and your protection.

The demand is such that we are constantly asked

How many can you deliver us?

Do you not sell them?

Perhaps that is what is wrong with your hinge trade.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Educate the Public to Better Sanitary Arrangements

by showing them a full line of

GARBAGE CANS

WITH GALVANIZED STEEL BODIES AND SEAMLESS COVERS

Designed and Constructed to Give the Greatest Amount of Strength at Points of Greatest Strain



2 sizes, with Wood Side Protectors

Nos.	400	500
Dimensions inches	17 x 25½	18 x 36

3 Sizes, without Wood Side Protectors

Nos.	30	40	50
Inches	14 x 21	17 x 25½	18 x 36



THE "ARROW" CAN

Two Sizes

No.	1	2
Inches	15 x 24	17 x 24

With or without covers



THE "REGULATION"

One Size Only

No. 4, inches 14½ x 20¾

With six wood side protectors



Three Size

No	1	2	3
Inches	12½ x 13¼	14 x 15	15 x 17

Supplied with bail and back handles

These cans are heavily galvanized inside and out after parts are assembled and made up. This is a very important feature as it prevents rust and corrosion from eating out the bottoms.

FULL DESCRIPTIVE CIRCULAR AND PRICES FURNISHED ON APPLICATION

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

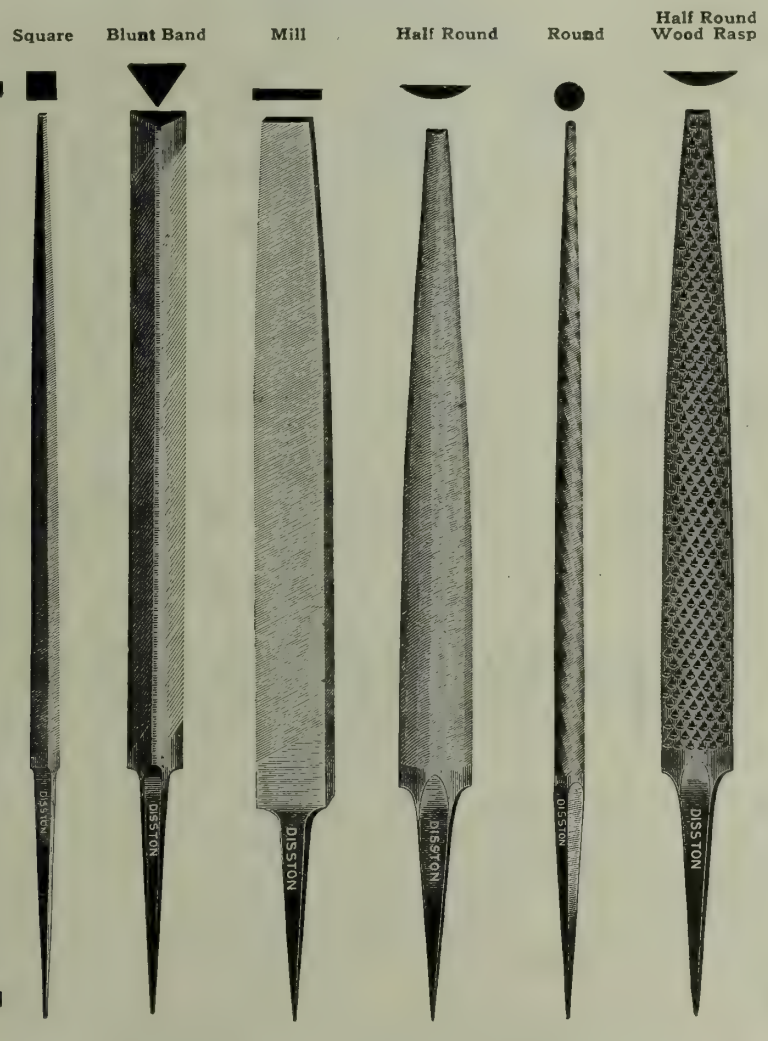
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EVERY FILE STAMPED

Disston

Is warranted as perfect as a file can be made.

We use 40,000 Disston Files annually in our own works.
We sell exactly the same kind we use.



We illustrate here only a few from our complete line. All are made of Disston Crucible Steel; carefully forged; teeth well formed; specially hardened.

HENRY DISSTON & SONS

INCORPORATED
KEYSTONE SAW, TOOL, STEEL and FILE WORKS
PHILADELPHIA, PA.

Canadian Works: Fraser Avenue, Toronto, Ontario

AN HONEST ROPE

Honesty—trust-worthiness is one of the highest qualities in the human character. So it is with any article of merchandise. The thing which makes it most valuable is the honest quality which is made a part of it by the manufacturer.

Good, sound raw material and intelligent, honest workmanship, not only talked about but actually put into the goods, are what make an article trustworthy—desirable.

In this class for the last eighty-six years has been

PLYMOUTH ROPE

"The Rope You Can Trust"

There is pleasure in using an article of this kind—there is satisfaction in selling it. Are you getting some of this satisfaction?

Our well distributed stocks and the readiness with which your jobber can get his supply of PLYMOUTH rope make the filling of your orders easy and prompt.

Tell your Jobber to send you PLYMOUTH next time.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

Estd 1809 EVERED & Co LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire Mattresses.

Brass and Copper and Brass Cased Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN REPRESENTATIVE:

Geo. H. Saywell - Saskatoon

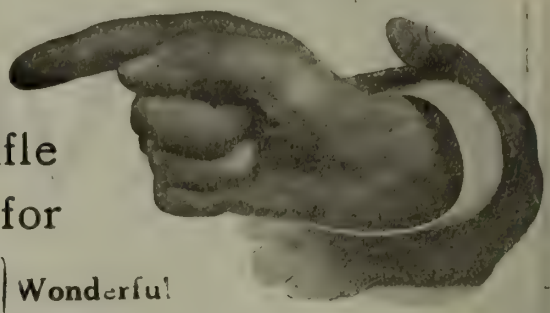
And 325 CRAIG WEST, MONTREAL

Cables and Telegrams: Rosswell, Saskatoon. Telephone, 4317 Saskatoon.

STOCK ROOMS AT:

Queen's Hotel, Winnipeg, Aug. 26th to Sept. 16th.

ONLY $5.00

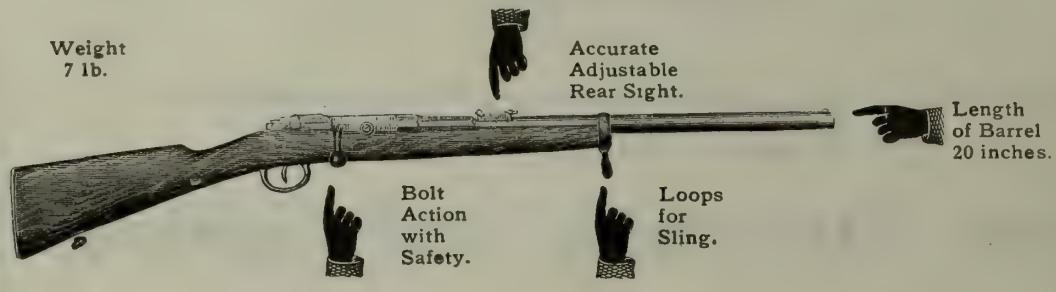


For a Single Shot Converted Rifle that will Shoot Hard Enough for Bullets to Penetrate 20 $\frac{7}{8}$-inch Pine Boards.

Wonderful Penetration.

These Rifles are in perfect condition and are accurate up to 400 yards.

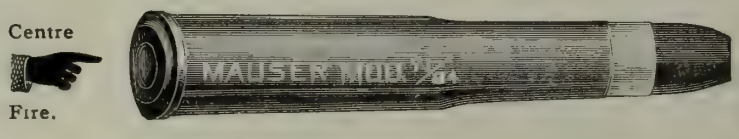
Extreme Accuracy.



A Most Complete Hunting Rifle.

So confident are we that these rifles need only to be seen by the trade, we will send them out for examination to any dealer who will pay transportation charges.

Dealer Can Examine Rifles.



43 Calibre Cartridges to suit these rifles $3.00 per hundred.

Reasonable Cost of Ammunition.

F.O.B. MONTREAL.

WHOLESALE DISTRIBUTORS

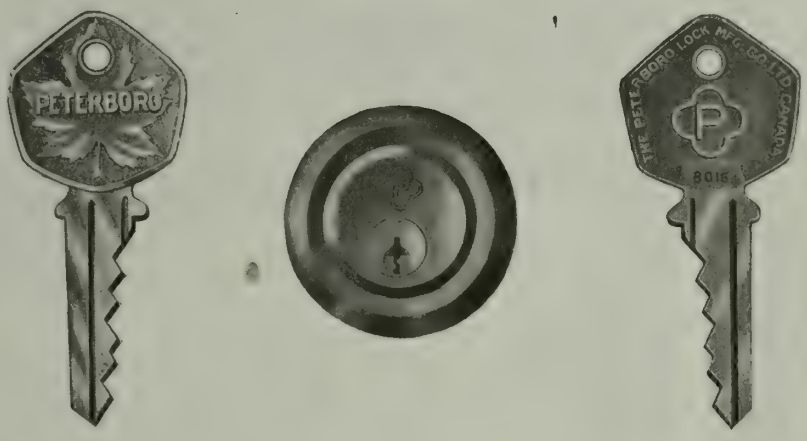
Caverhill Learmont & Co

MONTREAL AND WINNIPEG



Ottawa Design 02641
Plates 18x4. Grips 1½x9

Peterboro Hardware



THE STORE DOOR SET

portrayed herewith is one of the many new and up-to-date lines we now have on the market.

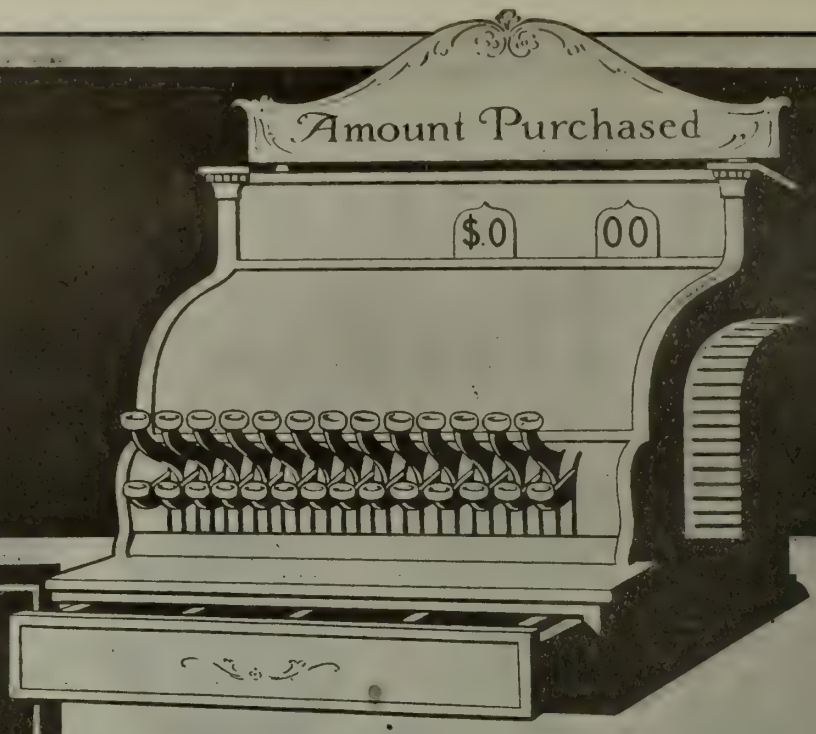
We are to-day making the most complete line of BUILDERS' HARDWARE in Canada, and are sparing no effort to make our line as near perfection as possible.

We are in a position to quote attractive prices on special goods in cast brass and iron.

Please send samples and state the approximate quantities required.

Our 1911 Supplement Mailed on Request.

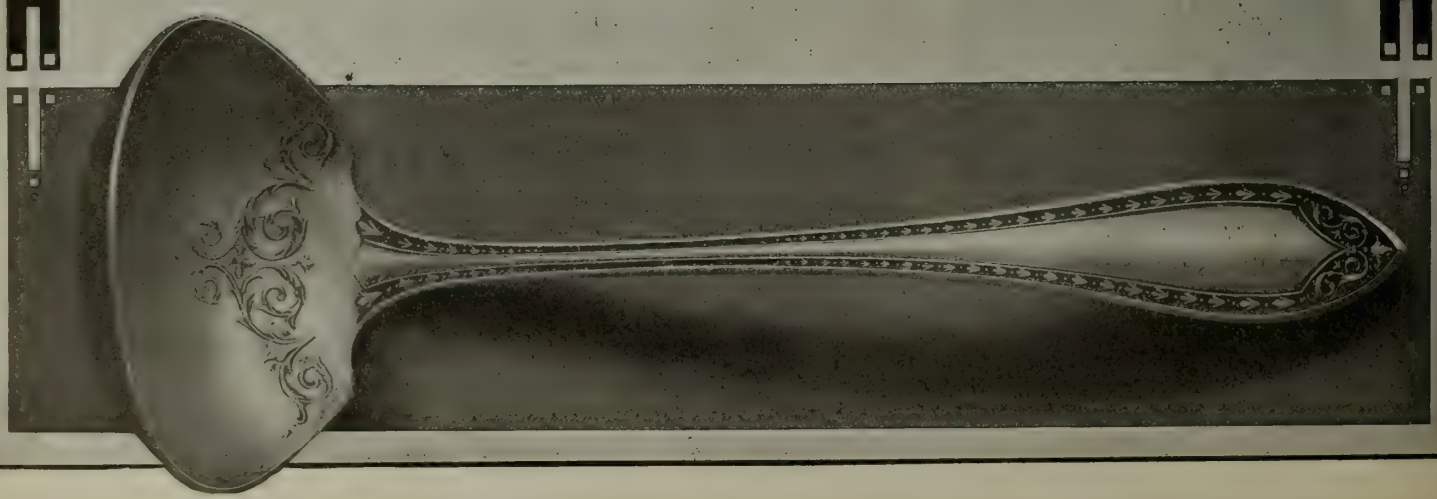
Peterboro Lock Mfg. Co.
Peterboro, Canada



IF you want to save wear on your cash register — *Don't* let people know that you carry

COMMUNITY SILVER

and RELIANCE PLATE



"FARMER'S" BOILER

with Sheet Iron Cover and Cast Bottom and Legs



The Farmer's Boiler is made in three sizes, furnished with or without cover.

The Feed Door and Fire Place are large enough to admit rough chunks of wood. Sizes are made of steel plate and have a band at the bottom. It has a strong and well devised cast-iron front and back, with bagged-out flue and collar top, so as to receive a straight pipe, which is much superior to the elbow attachment.

SEND FOR A CIRCULAR.

"Early Breakfast" Cookers

MADE IN THREE SIZES.



This is a new style cooker, designed to thoroughly cook cereals, vegetables, etc., in a shorter period than the ordinary cooker. In addition to taking a shorter time to cook, it guarantees thoroughness.

The Early Breakfast Cooker is built on scientific principles and is rapidly becoming popular.

YOU CANNOT DO WITHOUT IT.

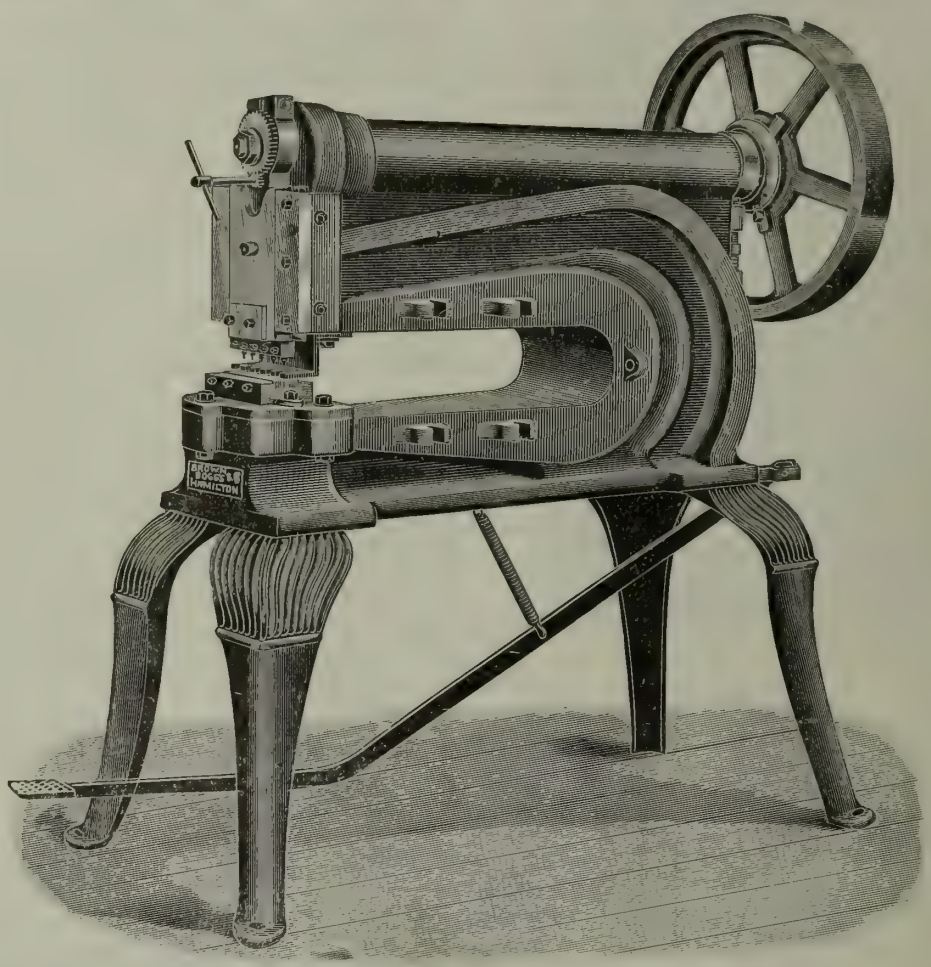
McCLARY'S

TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN, N.B. HAMILTON
CALGARY SASKATOON

RANGE MAKERS!

Your Steel Range Equipment is incomplete without one of our high grade

DEEP THROAT POWER PUNCHING PRESSES



These are manufactured in three sizes, 12, 18, 24 inch Gap, are so constructed that reversible knives can be attached for cutting out the CENTRES of the sheet.

OVAL HOLES can be stamped out on this press as well. We supply the necessary dies.

We manufacture a complete line of

Range Makers' Machinery

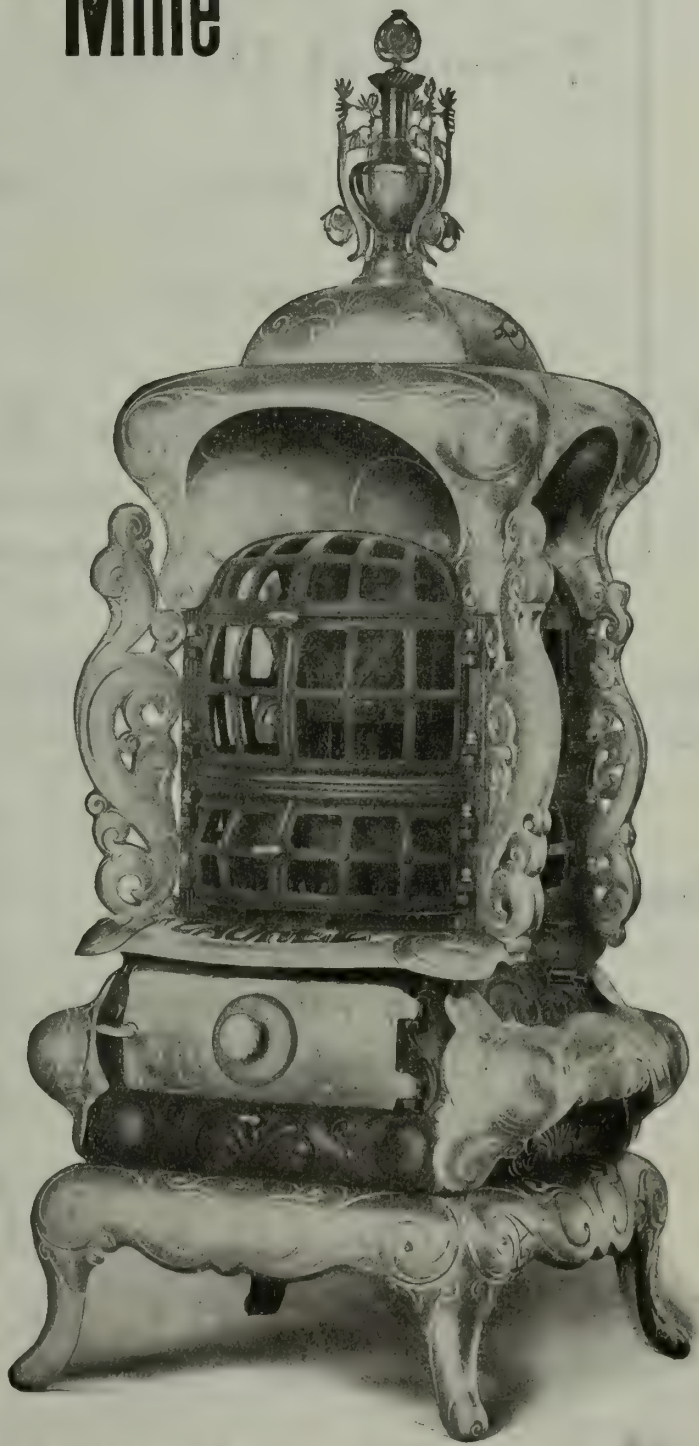
The Brown-Boggs Co., Ltd. - Hamilton, Ont.

Presses. Dies. Tinsmiths' Tools. Sheet Metal Working Tools.

"The Complete Gurney - Oxford Line For Mine"

Said one dealer Exhibition week—this after a careful inspection of our heating stoves:

"Look at this baseburner, it's a beautiful thing, and the best of it is that it's so different from my competitor's stuff. Yes, and it looks "value" from front, sides and back."



TWO LINES OF BASE BURNERS

TWO STYLES WITH PARLOR OVENS

THREE LINES OF OAKS—ONE JUST OUT

THE GREATE T ASSORTMENT OF SMALLER HEATING STOVES IN CANADA

All under that oval Gurney-Oxford sign that you know as the best known high grade Canadian brand.

Tell us, "A catalogue, please, and that publicity booklet," mail it to-night.

GURNEY-OXFORD

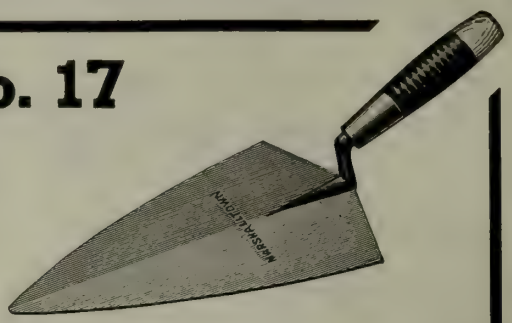
THE GURNEY FOUNDRY CO., Ltd.

TORONTO

GURNEY-OXFORD

MONTREAL HAMILTON WINNIPEG CALGARY VANCOUVER

New Idea No. 17
Trowel of Quality



Wider Heel

Hang is Perfect

Send for Catalogue

Marshalltown Trowel Co.

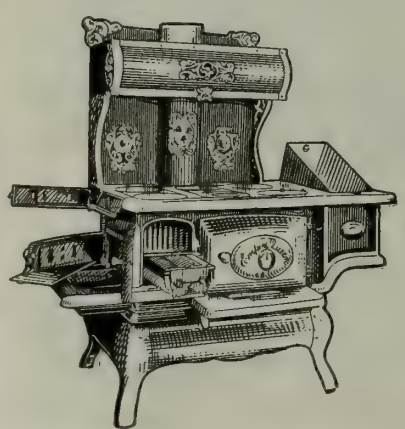
MARSHALLTOWN, IOWA

The Empire Queen Range

is recognized wherever used as the most perfect baker on the market. It is so constructed that the heat is evenly distributed, thus insuring the quickest results from the oven and from cooking holes at the same time.

The symmetry of various parts, the smooth castings, the graceful proportions and the perfect harmony of the Range, with its elegant nickel trimmings, and the fact that it is so very easy to keep clean, are features which will immediately bring it into favor with prospective buyers.





THE EMPIRE OAK

has a body that is made of heavily polished steel, mounted with a flange, forming a perfectly tight joint. It is an artistic and high-grade Oak that sells at a price that is within reach of everybody, leaving a large margin of profit for you.

Will burn either Wood or Coal.

The Canadian Heating & Ventilating Co., LIMITED

OWEN SOUND, ONT.

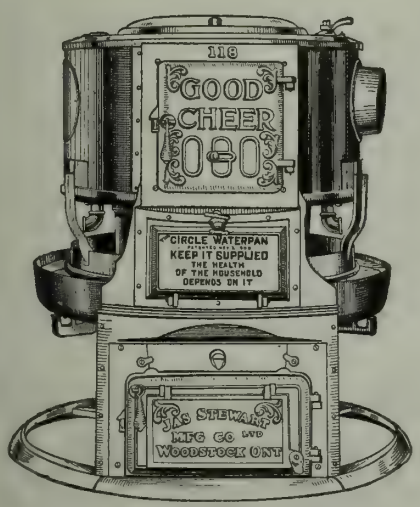
AGENTS—Canada Stove & Furniture Co., Montreal, Que. Christie Bros., Ltd., Winnipeg, Man.
M. C. Drew & Son, Vancouver, B. C.

You can well believe the good reports of the

"GOOD CHEER"

WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the "Good Cheer" and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

McLennan, McFeely & Co., Vancouver, B.C.

Wood, Vallance Hardware Co., Nelson, B.C.

Ross Bros., Limited, Edmonton, Alta.

Jewel Stoves and Ranges



STYLE R.F.

Royal Jewel Steel Range

The Range of Quality.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

We also make a great variety of **Cast Iron Ranges and Cooking Stoves**, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. **The Grand Jewel Wood Cook Stove** is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of **Heating Stoves** to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

JEWEL
TRADE MARK

The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.

YOU WIN!

You know what it means to YOU to get prompt delivery of your Furnaces or parts. We know too.

For the last several years our business has grown so rapidly that we have been CAUGHT EVERY FALL by having orders coming in more rapidly than we could fill them—the result being considerable delay in shipping.

This Spring and Summer we tried again and erected a special building for stock use only—worked our factory NIGHT AND DAY to get ahead, and are happy to say that, notwithstanding still greater increased business coming in every day, we are now able to give you

PROMPT SHIPMENTS

either from Winnipeg or Toronto, where we have large stocks of furnaces and parts in both centres.

SEND IN YOUR ORDER EARLY

We are in a position to quote prices and make prompt shipments of all materials required in the installation of Warm Air, Hot Water and Steam Heating Systems.



Manufacturers of

Warm Air Furnaces

Combination Heaters

Round and Sectional Boilers for Hot Water and Steam

Registers

Radiators

Ventilating Systems, etc.

PEASE FURNACES

AND HEATING SYSTEMS

119

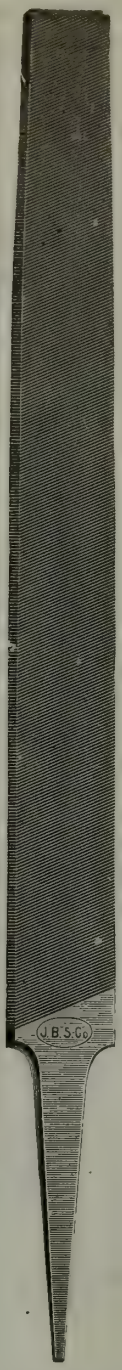
MANUFACTURED BY

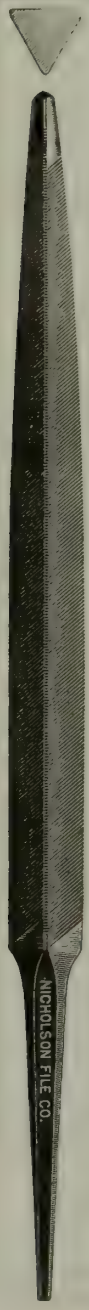
PEASE FOUNDRY COMPANY, Limited
Toronto Winnipeg

Western Representatives—
PEASE-WALDON CO., Winnipeg

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-made Files. These are the favorite made-in-Canada Nicholson Brands:—





"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McLellan"
Kearney & Foot
"J. B. Smith"

Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

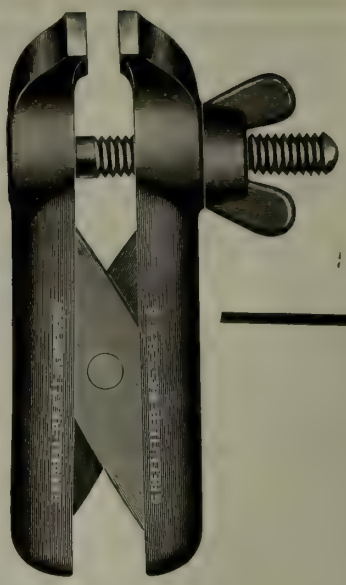
Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them

NICHOLSON FILE CO.

Dominion Works)

PORT HOPE, - - ONT.



Goodell-Pratt's

PARALLEL JAW HAND VISES

One or more Hand Vises are a necessity in every mechanic's kit, they are so handy for clamping on to any object that needs to be grasped firmly.

Our Hand Vises are constructed on a new and correct principle, which gives them unusual gripping power.

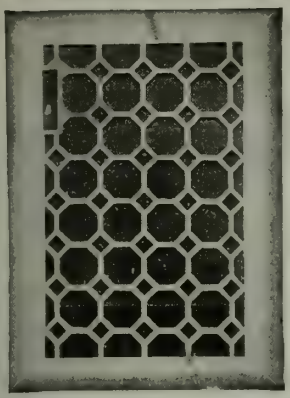
The Jaws are always parallel regardless of how far they are opened.

The Jaw Faces are scored and case hardened; the whole tool is drop-forged.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.



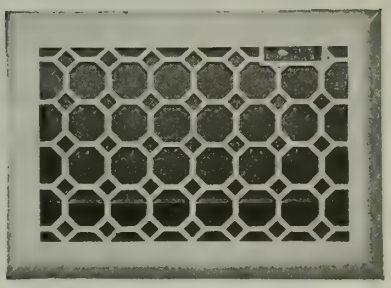
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

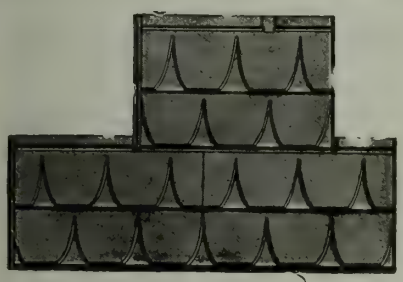
The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario



"CROWN" PATENT STEEL SHINGLES

are no experiment.

They are giving entire satisfaction to thousands of customers all over the country.

Easily and quickly laid with hammer and nails. Light, durable, artistic and inexpensive.

Fire, lightning and storm proof. Made from highest quality Galvanized Steel Sheets.

Write for Catalogue To-day.

McFARLANE & DOUGLAS, Limited, 250-260 Slater Street, Ottawa, Ont.

This Stove Burns Stove Coal

Quick in Action and Always Under PERFECT Control.

The Cleanest, Safest and Most Economical Base Burner.

"Stove Size" Anthracite is better than "Chestnut" as it is purer coal, containing from 3 to 4 per cent. less slate and impurities. More pounds of real coal to the ton, burns better with less ashes, gives more heat units, holds fire longer and burns slower.

The "RADIANT HOME" is the only Base Burner specially constructed for burning "Stove" coal.

The LEAST FUEL.
The MOST SATISFACTION.

The "Radiant Home"



SAMPLE ORDER SOLICITED

Constructed at the request of the Anthracite Coal Mining Companies and endorsed and recommended by

The Canadian Retail Coal Association

The Susquehanna Coal Co.

Lehigh Valley Coal Co.

Del., Lack. and Western Coal Co.

Phila. and Reading Coal and Iron Co.

Dickson and Eddy.

This style made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.

The William Buck Stove Co., Limited

Brantford Montreal Winnipeg Calgary Saskatoon Vancouver

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

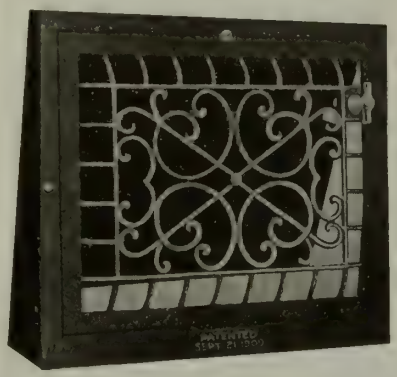
WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass	Building and Sheathing Papers	Metallic Ceilings and Cornices
Window and Leaded Glass	Felt and Asbestos Papers	Metallic Shingles and Sidings
Fancy and Wired Glass	Rubber Roofings and Roofing Papers	Sewer Pipe and Tilings
Mirrors and Bevelled Plates	Nails and Sash Pins	Plasterers' Hair, Sash Bars, Brick
Plasters, Limes and Cements	Putty and Glaziers' Points	Mantels, Grates and Tile.

No order too large or too small. Prompt shipments our specialty. Correspondence Solicited.

Cor. Manitoba and Sixth Avenue

P.O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

THE YANKEE

(MADE IN ENGLAND)

embodies the best features of higher priced Safety Razors. It is in every way as efficient as the most expensive razor sold and sells at a price which gives you a splendid margin of profit. Besides giving a delightfully smooth shave, it fits into a very neat and compact case especially suited to the traveller's needs.



$18.00 PER DOZEN DELIVERED

RETAIL AT $2.50

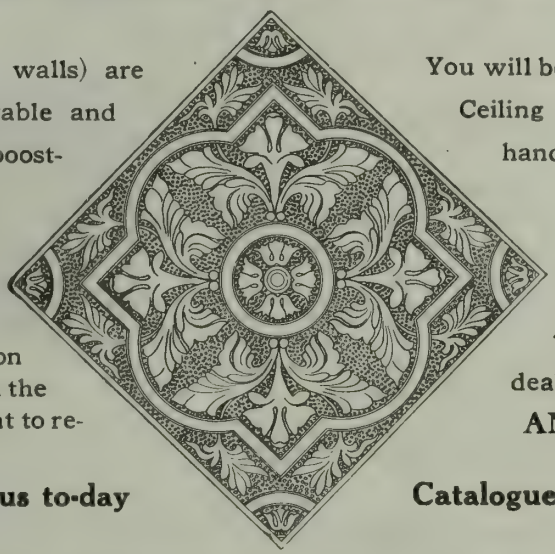
INTERNATIONAL DISTRIBUTING COMPANY, Montreal, Can.



METALLIC CEILINGS

"Boost Them, Mr. Hardware Man, Boost Them."

Metallic Ceilings (and walls) are sanitary, fireproof, durable and attractive. Are you boosting them?



You will be in right on the Metallic Ceiling business if you are handling OUR line.

Metallic Ceilings carry three separate profits—on the sale of the goods, on the erection and on the paint to recoat them.

Our Ceilings are made to give satisfaction to dealer and consumer—
AND THEY DO IT.

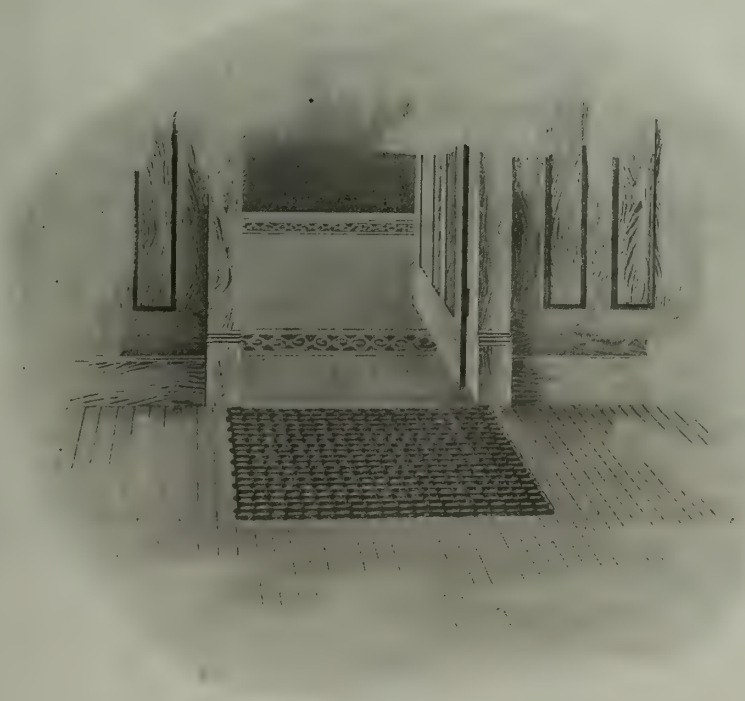
Get in touch with us to-day

Catalogue and Samples on Request.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(26)



Premier Flexible Steel Mat

is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 icches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited

HAMILTON, CANADA

A visit to our display of

Household Labor Savers

in the Process Building at Toronto Industrial Exhibition, will convince the live hardwareman that it is the line to handle, and with a little featuring will add many dollars to the profit side of his till.

CUMMER-DOWSWELL, Limited

HAMILTON, ONT

Agents; W. L. Haldimand & Son, Montreal. Agents; H. F. Moulden & Son, Winnipeg

$ DOLLARS for DEALERS $ SELLING GRAB'S FOOT SCRAPERS



One of the most profitable and quick selling articles on the market. Saves housewife's time, trouble, labor and temper. Cleans sole and brushes sides of shoe in one operation. Brushes are adjustable.

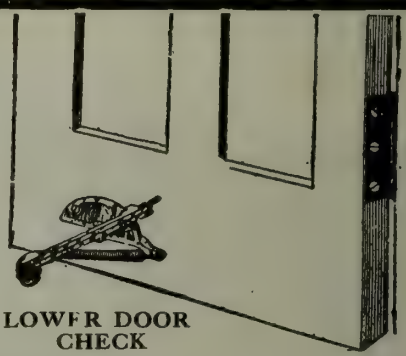
Has ten parallel cleaning plates all handsomely enameled and held rigidly in place. Mud, snow or slush drops in between these plates, which prevents clogging. Brushes are made of best stiff bristles and may be quickly replaced when desired. Scraper attaches easily and quickly to any doorstep or handy place and may be easily rotated and cleaned or swept under. Lasts a lifetime. In use at all seasons.

RETAIL PRICE, $1.00

If your wholesaler cannot supply you, write us for free circular and discounts.

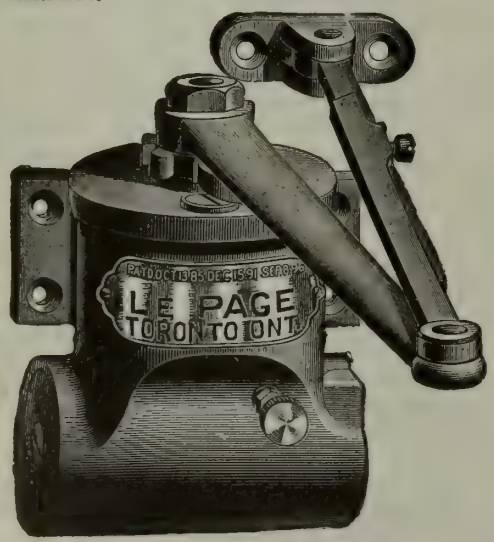
ONWARD MANUFACTURING CO., BERLIN, Ont.

The "LE PAGE" Patent OIL DOOR CHECK and SPRING



LOWER DOOR CHECK

This device in its improved condition embodies some new and valuable features that have proved superior to other makes on the market.



It is the only Door Check made without packing in its working parts, which assures absolute freedom from packing friction.

The oil in the spring cup forms a cushion that keeps the door from slamming.

This Oil Door Check is used in all of the public schools in Toronto, and Eaton's, Simpson's, etc., and are giving absolute satisfaction.

Write for price list and particulars. **There's good profit for you.**

WM. KEATING

266 MACDONALD AVE. TORONTO

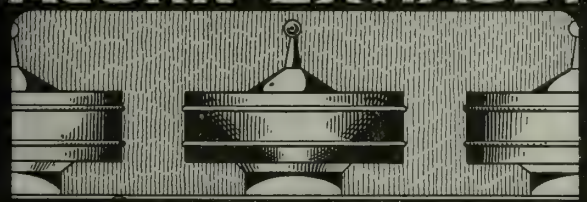


The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, : : ONTARIO
WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

ACORN EXHAUST



VENTILATORS

Mr. Dealer—Get Out After The Ventilator Trade!

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh, pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial, and if you decide to do so, just write us, and we will furnish you with full details.

THE METAL SHINGLE & SIDING Co LTD. PRESTON ONT.

FACTORY ALSO AT MONTREAL, QUE.

"WELL BEGUN IS HALF DONE"

What could be truer of the wall-paper business?

A good beginning is a season off to a good start.

A good start is only possible with a popular, rapid-selling line.

STAUNTON WALL PAPER

is a winner from the start. Any one who looks over the 1912 line can see with "half an eye" that here is the line that will not only start the season with a rush but keep it up.

There is always enough wall paper being bought all through the year to keep somebody busy if the bulk of it were turned toward any one store.

You can get the cream of the business, in season and out, with Staunton Wall Papers.

Other men are getting it, why not you?

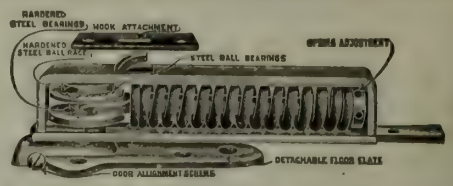
If you have not yet seen the magnificent values in the 1912 Staunton Wall Paper, write us and we will see that you have a chance to do so.

Salesmen are on the road.

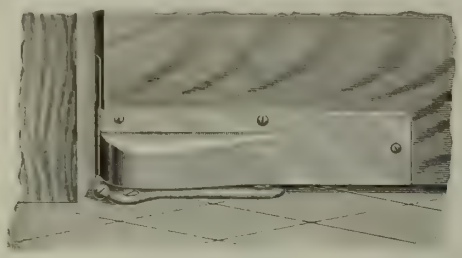
STAUNTONS, Limited

Wall Paper Manufacturers
941 YONGE ST., : : TORONTO.

ASK US WHY



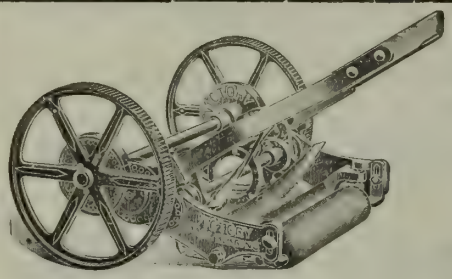
If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

TOWNSEND MOWERS

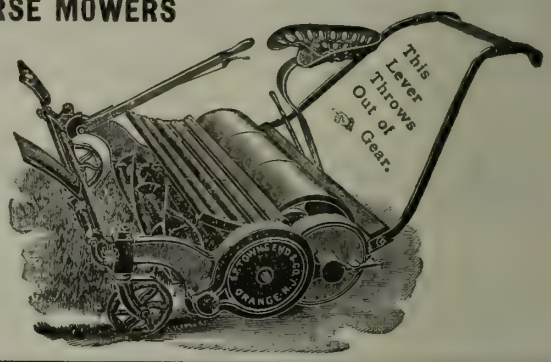
HAND MOWERS and HORSE MOWERS



This Lever Raises the Knives.

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

WE turn these parts from the solid bar with the finest degree of accuracy and finish required by the trades they suggest:

Your inquiry accompanied by specifications for any kind of work, from the smallest needle value to heavy couplings, etc., will bring immediate quotations and assure you of Acme satisfaction in quality and price.

A complete stock of Standard Cap and Set Screws, also A.L.A.M. Plain and Castellated Nuts, is carried at our factories and warehouses. Ask for catalog "Milled Products."

- Cups
- Cones
- Stems
- Pedalpins
- Valve Stems
- Special Nuts
- Battery Parts
- Nuts Finished
- Magneto Parts
- Special Screws
- Hex. Steel Nuts
- Hex. Brass Nuts
- Carburetor Parts
- Nuts Castellated
- Spark Plug Bodies

NAMCO

The National-Acme Manufacturing Co.

MONTREAL, QUEBEC, ST. ELIZABETH AND G.T.R.

Cleveland, New York, Boston, Chicago, Detroit, Atlanta.

Factories: CLEVELAND, MONTREAL. Warehouses: NEW YORK, CHICAGO

NAMCO



Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used these will be always used. For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

Asbestos Furnace Cement and Oil Stove Putty

Guaranteed High Quality



Valuable to Hardwaremen

We manufacture Asbestos Furnace Cement and Oil Stove Putty exclusively, and can give the trade the best possible values.

The only kind that can be absolutely guaranteed from the best to the cheapest, considering the price paid.

Write for samples and prices before placing your next order.

G. F. STERNE & SONS

BRANTFORD, ONTARIO

"Absolute Quality"

is a thing to be considered when buying axe handles.

STILL'S AXE HANDLES

are now specified by leading hardwaremen who have given them a trial.

"Still's" Handles have been time-tried, and have not been found lacking in quality or durability.

The selection of the wood is made by skilled workmen—men who know their business.

Before placing your order, write us.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, - ONT.



The Light Gun that makes the Heavy Sales

If you can supply the "Tobin Simplex Guns" to your customers you will be in a position to corner the gun market in your locality.

It is simply a matter of keeping posted on the newest gun knowledge.

Sportsmen insist on having a gun that combines all the newest improvements with a light, strong, serviceable construction, and having seen the Tobin Guns, they are at once impressed by their superiority.

From the dealer's point of view, the Tobin Guns offer strong inducements. First—there is the gun itself. Strong in make, handsome in appearance, and most modern in design. It sells itself on its appearance. Only the best materials and most skilled workmanship are used and every gun is subjected to a rigid test before it is offered for sale.

Tobin Simplex Guns

Then, again, our advertising has awakened public interest in Tobin Guns, and it requires no argument to prove that advertised goods are the goods that sell. The dealer who handles these guns has behind him the combined selling force of this publicity. It has made the name familiar and simplified the dealer's work to the mere details of showing the gun.

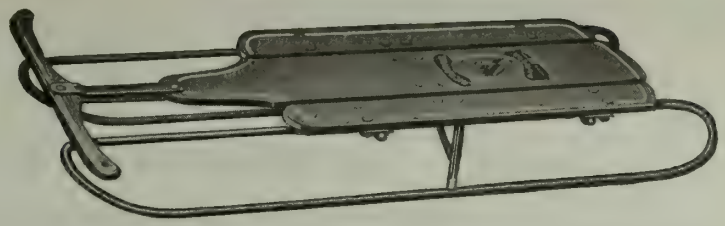
Finally—there is our money-back guarantee. Every Tobin Simplex Gun is guaranteed to be perfect in material and workmanship and to give the buyer complete satisfaction or the purchase price is refunded. A gun sold under these conditions must be a good gun, and the dealer who sells it gains the confidence of his customers by associating himself with a product, the makers of which are ready to back up every claim made for it.

Write to-day for full particulars of the liberal terms we offer our agents.

The Tobin Arms Manufacturing Company, Limited
Woodstock, Ontario



Best Xmas gift I ever got



Have you ordered your Richards-Flexofold?
You'll make a hit this winter. Write us to-day.

The steering sled that folds

Three sizes

Richards-Wilcox
MANUFACTURING CO.
AURORA, ILL. U.S.A.
Door Hangers and Hardware Specialties

The folding sled that steers

Three colors



Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Food Chopper



Dana Mop Wringer takes a woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

"MONARCH" WIRE FENCE



If you have a call for a cheap bush or portable fence we can supply a "**Monarch**" perfectly adapted to this need.

The "**Monarch**" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs. Every wire is No. 9 hard steel, and well galvanized.

The "**Monarch**" has the best Ring Lock in Canada, and cannot slip nor come loose.

It will sell itself if you have it where your customers can see it.

Write us for Catalog and Prices.

The Owen Sound Wire Fence Co.
Limited
OWEN SOUND - - - ONTARIO

KANGAROO Brand Tools For All Purposes



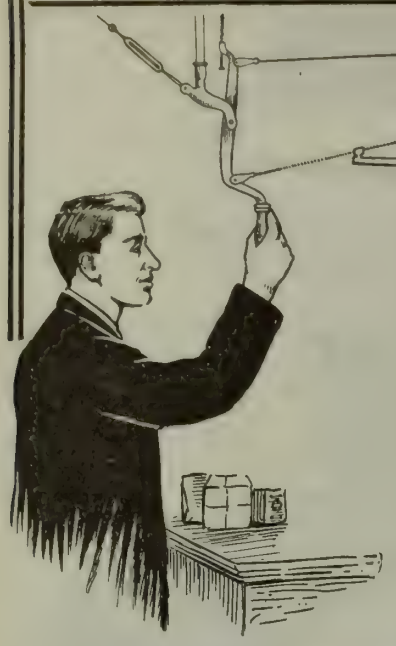
Don't order a fresh stock of tools till you have seen our lists and samples.

There are Kangaroo tools for almost all trades to sell at attractive prices.

Mr. Saywell has a full line of samples, write to him for prices or to

ROBERT SORBY & SONS, LTD.
SHEFFIELD - ENGLAND
Agent for Saskatoon and District
G. H. Saywell, Saskatoon





Convenience
is what up-to-date dealers want

Cash and Package
PERFECT CARRIER SYSTEMS

Don't allow your customers to wait while you walk some distance to make change. **Some** will always walk out, and consequently you lose their trade.

Our Cash and Package Carriers are simple, durable and decorative and put life into your store.

They are easily installed and give quicker service.

HAMILTON BRASS MFG. CO., Limited Hamilton, Ont.

MONTREAL OFFICE—327 Craig St. W.



We are still making the best fitting eavetrough and conductor pipe in Canada.

Our other lines are Ridge Roll, Valleys, Skylights, Elbows, Ventilators and Corrugated Iron. ***Get our prices for Galvanized Iron Sheets.***

WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO, CANADA



TRY A

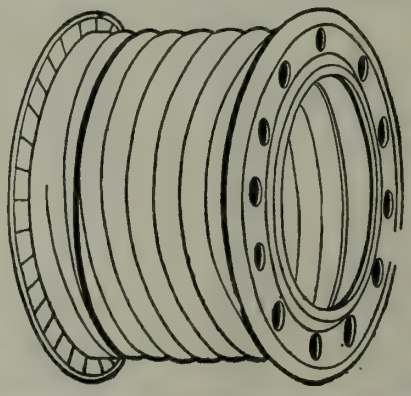
Condensed Ad.

IN

This Paper

When writing advertisers kindly mention having seen the advertisement in this paper

O.K. THIMBLES



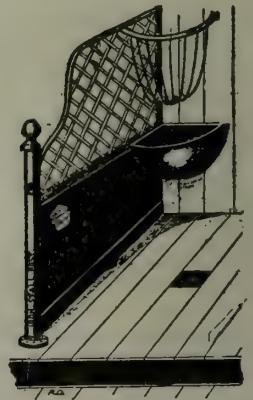
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

MADE IN BERLIN

THE

"ONWARD"

AUTOMATIC HAND POWER

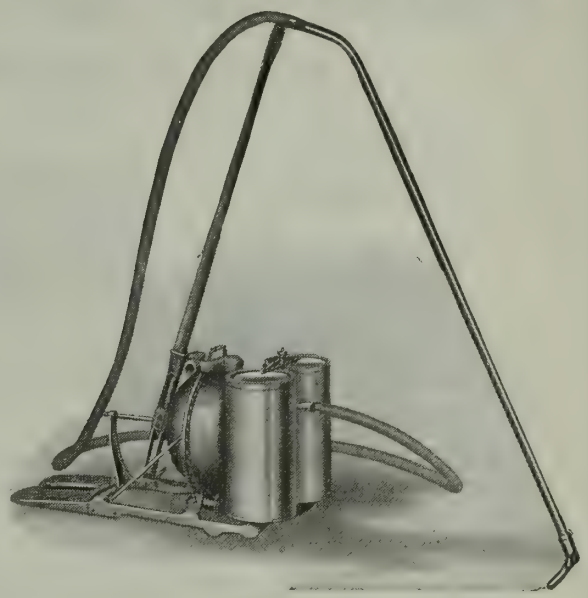
VACUUM CLEANER

Our new improved Models of "Automatic" Hand Power Vacuum Cleaners are now ready. The only Hand Power Machine that has proved a success and given satisfaction. It is the standard of efficiency to-day, and will last an ordinary lifetime. Our exclusive double tank device separates 96% of the dust automatically, without the aid of screens, baffles or water. Remember this machine "Blows" as well as "Sucks."

We guarantee that this machine will clean cleaner in less time than any other Hand Power Vacuum Cleaner on the market.

Send your orders early, so you will have them on hand for Fall house cleaning.

Our discounts to Dealers and Jobbers are liberal. Send for our free circular.



Manufactured by

Onward Manufacturing Company

BERLIN ONT.

Largest builders of Hand and Electric Power Vacuum Cleaners in Canada

MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Maribank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

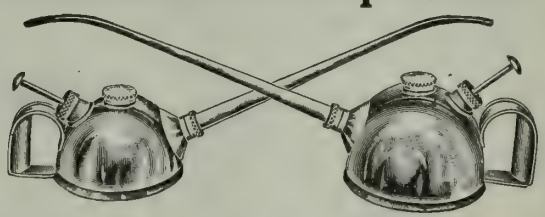
CONCRETE BLOCK MACHINERY.

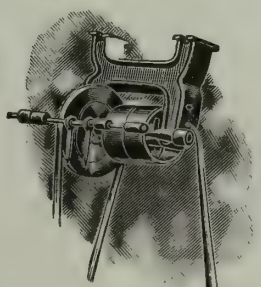
By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

Howland's Pump Oilers





For sale by all Jobbers in Canada.



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

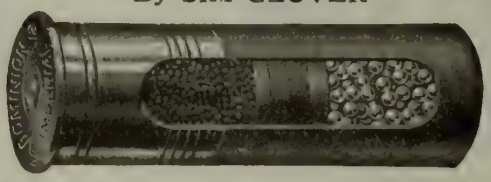
Monmouth, Illinois, U.S.A.

Victories for Dominion Shells

HIGH PROFESSIONAL AVERAGE

DOMINION TOURNAMENT
BELLEVILLE
95%

By SIM GLOVER



CANADIAN INDIANS' TOURNAMENT
NIAGARA-ON-THE-LAKE
92½%

CHAMPIONSHIP OF MANITOBA—Won by F. J. HAZELTON.
CHAMPIONSHIP OF CALGARY—Won by E. J. SHINGRIN, score 96%, breaking 48 out of 50.
CHAMPIONSHIP OF REGINA.
CHAMPIONSHIP AND HIGH PROFESSIONAL AVERAGE AT STRATHCONA.

95 2/3% By CHAS. E. MINK 95 2/3%
1167 x 1220

THIS IS ABSOLUTE PROOF OF DOMINION QUALITY, as Mr. Mink made these high scores shooting at different grounds and under varied weather conditions.

SHOOT DOMINION SHELLS AND IMPROVE YOUR SCORES.

DOMINION CARTRIDGE COMPANY, Limited, MONTREAL CANADA

REGISTERED
HRS&Co
TRADE MARK

Order Early for Fall Shipment.

We can supply everything in

HARDWARE and METALS

Tin, Canada Plates, Pig and Bar Iron,
Anchors, Chain, etc.

Henry Rogers, Sons & Co., Limited

(ESTABLISHED OVER A CENTURY)

WOLVERHAMPTON & SHEFFIELD

Canadian Branch:

6 St. Sacrament St. Montreal

Important Matters Before the Executive

Officers of O. R. H. & S. D. Association Meet in Toronto and Lay Plans for Convention at Guelph—Manufacturers' Exhibit Will be Much Larger Than Ever Before—Criticisms Voiced of Offensive Weapons Act, and a Memorial Will be Addressed to Provincial Secretary—Association Will Vigorously Oppose Parcels Post—It was Decided not to Press Mutual Fire Insurance Project.

A lengthy and very important session of the officers and executive of the Ontario Retail Hardware and Stove Dealers' Association was held on Tuesday, in Toronto. Owing to the large number of exhibition visitors in the city, it was found impossible to secure a room at any of the hotels for the meeting and the executive availed themselves, therefore, of an offer of the use of the board room in the offices of Jenkins and Hardy. There was a full attendance, those present being President R. C. Chown, vice-presidents M. S. Madole and H. Occomore, treasurer J. Caslor, secretary W. Wrigley, and executive members W. F. McPherson, R. H. Blackmore, Wm. Magladly, W. W. Bennett, C. W. Conn, and D. A. MacNab.

The bulk of the time was taken up in discussing plans and arrangements for the convention next year at Guelph. Several important reports were received, which indicate that the convention will, in some respects at least, far outshine any retail gatherings yet held in Ontario.

The Date Set.

The convention will be held from February 19 to 23 and it is intended to make the programme for the four days highly interesting. Although the details of the programme will not be decided upon for a couple of months yet, it is certain that the popular features at the Peterboro gathering will be retained. The Question Box may be given more time and the travelers' hour will also be a feature of the programme.

The sessions and the exhibition will be held in the winter fair building, which offers every facility and is sufficiently large to accommodate a very large number.

A Large Exhibition.

The secretary submitted a report on the matter of the manufacturers' exhibition. On August 12 a circular was sent out, advising the manufacturers and wholesalers that the space for exhibits had been laid out and that 91 spaces in all had been provided, applications for which would be received at once. By September 4, no less than 67 spaces had been applied for and replies were still coming in. The number of applications received up to the time that the report was prepared, equalled the total number of exhibits at the Peterboro convention.

It is therefore practically assured that the number of spaces provided will have to be enlarged, if all applications are to be provided for. It is believed that this can be done without any undue crowding. The exhibits are all to be placed on the second floor in what are known as the old and the new poultry sections of the fair building. Only half of the old section was included in the original draft of spaces and it is believed that, by utilizing what is left, it will be possible to provide for about 120 exhibits in all. From present indications, that number of spaces will be taken up.

Window Dressing Contest.

It was decided to continue the window dressing contests inaugurated at Peterboro. If possible this department will be developed, as it undoubtedly gives promise of becoming one of the most interesting features of the convention. The details have not been decided upon as yet, but there will be four contests and the Guelph hardware stores will be asked to give the use of their windows to contestants during the convention.

Offensive Weapons Act.

Much discussion developed when the question of the passage of the new Offensive Weapons Act came up. The new legislation came in for some pointed criticism, but it was decided to take no action as it was recognized that the trade, as a whole, had expressed, if not acquiescence, at least a lack of opposition to the act. Circulars had been sent out to all association members shortly after the enactment of the new legislation but none had replied voicing definite complaints. It was felt, therefore, that the executive would not be warranted in making a formal protest.

At the same time it was felt that the Act should not have been put into force until those most directly affected—the hardware dealers—had been given an opportunity to express their opinion. Some strong views were expressed on this point and it was decided to go on record in the matter. Accordingly, on the motion of M. S. Madole, a resolution was passed, requesting that the department of the provincial secretary see that in future no legislation directly affecting the hardware trade be made law until the members of the trade had been given an opportunity to consult and to voice their opinions. A copy of the resolution will be sent to the provincial secretary.

To Fight Parcels Post.

The announcement of Postmaster-General Lemieux that he intended to reintroduce the Parcels Post measure in the House of Commons raised a storm of discussion. The opinion was unanimously expressed that the measure would prove highly detrimental to the retail trade and that the association should take steps to fight the proposal.

It was decided to solicit the assistance of all other retail and mercantile associations in opposing the measure and steps toward this end will be taken at once.

As fas as the association is concerned, a systematic campaign will be inaugurated to show the determined opposition of the hardwaremen of Ontario. Petitions will be sent around and each hardwareman will be advised to use his personal influence with the member for his constituency, as well as in other ways.

Mutual Fire Insurance.

The question of mutual fire insurance was gone into at some length. A proposal was advanced that a committee be sent to the conference of mutual insurance societies to be held shortly at Philadelphia. It was felt that much valuable information could be secured in this way and that it might be possible to thus create more interest in the matter among the members of the association.

A review of the facts proved a little discouraging, however. It was shown that the number of hardwaremen, who had pledged themselves to support the movement, was far too small to insure success. Furthermore, it was apparent that, up to the present at least, the members have not taken as great an interest as might be expected in view of the importance of the question. Those who have headed the movement for mutual insurance have at last begun to despair of bringing the matter to a successful issue at the present time.

Under the circumstances, it was decided that it would not be wise to press the matter and the idea of sending delegates to Philadelphia was dropped. The work of the advisory committee will be developed instead.

At the Exhibition.

After the executive meeting, most of the members visited the Exhibition and, despite the fact that it was pouring rain, managed to have a good time. A number of them had spent the preceding day—Labor Day—in Toronto and had thus been able to put in a longer time at the fair.

Planning an Early Stove Campaign

The Advantages of Getting an Early Start—Big Demonstration Conducted By a Victoria Hardware Firm—Other Dealers Who Have Adopted This Plan—An Ingenious Device to Induce Early Buying.

Although the active stove season does not commence until probably the latter part of Septemmber, it is advisable to get an early start. The dealer who has his stock ready on time and begins his campaign without waiting for cold weather, will find that more trade will come his way than ever before. To start the campaign early requires considerable energy and a certain amount of ingenuity, inasmuch as special efforts are needed to stimulate public interest.

Stove demonstrations have come much into vogue of late. They are held in all sections and in all stores, from the monster departmental stores to the little cross roads post. That they are of great value in helping to increase the amount of business done in the stove department has been effectively established.



A Reproduction of the Half Page Ad. Used by George Powell & Sons, to Create Interest in Their Recent Stove Demonstration.

The evolution of the demonstration idea has been interesting to watch. It began in a fairly humble way. Here and there especially enterprising dealers took the idea up and held demonstrations, on a more or less small scale. A range was set up and put into action Biscuits or some light confection were baked. The cooked articles were then handed around to the asembled ladies with a cup of tea and the demonstrator gave a talk on the quality of that particular line of stoves, its adaptibility, etc. Results were at once observed and the idea grew in popularity, as did the number of dealers who practiced it. Demonstrations have developed in size and importance since then and they are now conducted on an almost elaborate scale in a great many cases.

An up-to-date and highly successful demonstration was held two weeks ago in the hardware store of George Powell & Sons, 1411 Government street, Victoria, B.C. Energetic measures were adopted to advertise the fact beforehand and get the public interested. The advertisement, herewith reproduced, was run in the local papers, occupying half-page space. It drew much attention, both on account of the attractiveness of the lay-out and the originalty of the reading matter.

The demonstration was conducted for three days, Thursday, Friday and Saturday, Aug. 24 to 26. It lasted from 2 to 5 each day. Prof. Wulff was in charge and he did not content himself with explaining the working of the range. He went more fully into the matter of cooking, lecturing to the ladies present—for the audience each day was made up largely of members of the fair sex—on the preparation of soups, fish, meats, salads, mayonnaise and puddings. As stated in the advertisement, the lectures were on the "Art of Economical and Scientific Cooking."

In addition to this, Prof. Wulff demonstrated the working of the range and cooked a large number of articles, including white cake, angel cake, German coffee cake, French coffee cake and rolls. The cakes were passed around and all present had an opportunity to test them.

On the last day prizes were handed out, this departure having been duly advertised. The attendance on the last day broke all records.

The sessions proved highly interesting and instructive and extremely large crowds attended each day. Business, as a result, experienced a distinct improvement and the foundation was laid for a good fall trade in the stove department.

It is Not Too Early Now.

The dealer who contemplates conducting a demonstration should arrange to do so in the immediate future. The present is not too early for this purpose. Popular impression to the contrary, the public has already started to take an interest in stoves. The writer was talking to a hardware clerk in Brantford a few years ago and the talk veered around to the subject of stoves. "Have I sold any stoves yet?" said the clerk, in response to a query. "Why, of course. I have sold several during the past two weeks. We have customers in every day talking about stoves and discussing prices, etc. It is a hard pull to get them to buy just now but they are interested just the same."

That defines the situation concisely. People who will be buying later are already showing sufficient interest in the matter to investigate a little. A demonstration at the present time then, would be sufficiently timely to attract the desired amount of attention and would have the double advantage of appealing to prospective stove purchasers first. Later in the season many people will have made their purchases and a demonstration then would appeal only to those who were still in the market for stoves.

Several "Early Birds."

It's a clear case of "the early bird catches the worm." During the past month quite a number of demonstrations have been conducted in Canadian hardware stores. Among the number might be quoted C. W. Conn, of Tillsonburg, who devoted two days a fortnight ago to this purpose. Another "early bird" is S. Schwanz, of Rocan-

ville, Sask., who conducted a demonstration on Aug. 21 and 22. Others who might be mentioned are: J. G. Smiley, Aylmer; D. Cinnamon, Lindsay, and Mr. Glover, Aylmer.

The demonstration is an effective method of starting business in the department early. October and November are always so busy for the stove man that he welcomes any measure calculated to start people buying stoves earlier and to thus spread the trade more evenly through the fall season. With this object in view, other expedients of a more or less ingenious nature are resorted to.

Sent Out Letters.

A case is recalled where a very energetic firm made it an annual practice to send out letters to possible stove purchasers about the first of August. The list of prospects was made up largely as a result of information secured through the repair department.

After expatiating on the value of a new and up-to-date range, the letter would point out that, in order to avoid the rush of business usually experienced toward the end of the fall, the firm were prepared to make certain concessions to early customers. The proposed terms were outlined somewhat as follows:

> We are preparing to go out of our way now to accommodate our early customers and we can give you better service at present than later in the fall when the stove rush will be on. Come down NOW and select your range and we will install it any time before the first of September. We will, without cost to you, disconnect the old range and then connect up the new one. We will not present the bill for the payment of the range until October. Our sole object in making this offer is to distribute our business more evenly and avoid the rush at the end of the season, when it is often impossible to give as prompt service as we could desire.

PRAISE FOR FALL NUMBER.

Fred C. Lariviere, of Montreal, writes as folows, regarding Hardware and Metal's annual fall number:

"Permit me to congratulate you most sincerely on your Annual Fall Number, under date of Aug. 26th.

"The very attractive cover is not less suggestive. Great care has been given to all advertising matters, but I think that of the ——— Co. should be the one that will bring best results.

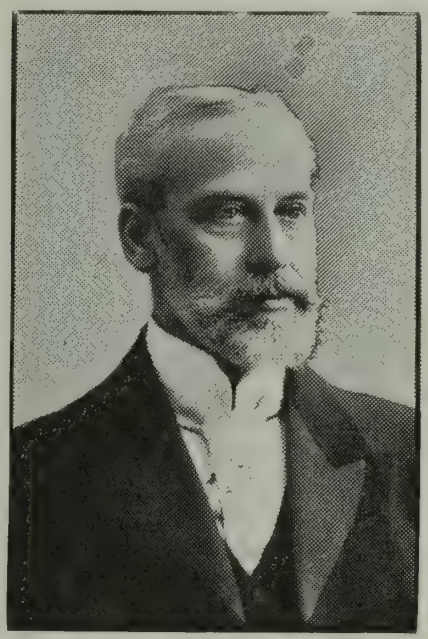
The reading matter is also very good, and, knowing from experience the cost and labor connected with the description of stores, I judge that you have spared nothing to make this one of the important features of this special number."

The Late Samuel Owen Greening

Funeral Took Place at Hamilton on Saturday—A Sketch of His Career—Regret is Expressed on all Hands at His Sad Demise.

Hamilton, Sept. 5.—The funeral of the late Samuel Owen Greening took place on Saturday afternoon from his residence, 168 West Jackson St., Hamilton, to All Saint's church. The cortege then proceeded to Hamilton cemetery, where the interment took place, Ven. Archdeacon Forneret conducting the services.

The pall-bearers were: William Vallance, George Hope, R. H. Merriman, J. R. Moodie, C. A. Herald and W. J. Grant.



The late S. O. Greening, head of the B. Greening Wire Co., Hamilton.

The late Samuel Owen Greening was born in Manchester, England, on Aug. 1, 1847. In 1856 he came to Canada with his father, the late Benjamin Greening, founder of the B. Greening Wire Co. He was associated with his father for a number of years in the wire manufacturing business, and, on the death of the latter, in 1877, he became the head of the company. He continued to conduct the business, which grew rapidly under his able direction, until the time of his death. The company was incorporated in 1889 as the B. Greening Wire Co., Ltd., and he was made president. The scope of the company has been broadened considerably since he first assumed charge, and the Greening products have taken rank among the best known goods manufactured in Canada. He himself had long been recognized as one of Hamilton's foremost industrial heads; in fact, he took a prominent place among the manufacturers of the Dominion He confined his business activities almost exclusively to conducting the one concern, the only other business with which he was connected being the Dominion Power & Transmission Co. As a director of that company for some years, he rendered valuable service.

In many other circles he was an active worker. As vice-president of the Canadian Automobile Club he was closely associated with motoring interests. He was ardently fond of yachting, and had been elected as vice-commodore of the Royal Hamilton Yacht Club, a post which his enthusiasm for aquatic sports enabled him to fill with a considerable degree of credit. He belonged to the Hamilton and Thistle Clubs, and was a life members of the Lodge of Strict Observance, A.F. & A.M.

The late Mr. Greening did not at any time seek political or municipal preferment, but he was always counted on for active support in any worthy movement, and his advice was much sought and valued.

He is survived by a widow, one son, H. B. Greening, managing director of the B. Greening Wire Co., and three daughters, Mrs. N. S. Braden, Miss Hattie Greening and Miss Edna Greening. He leaves two brothers—Thomas B. Greening, of Toronto, and Edward Owen Greening, of London, England—and two sisters—Mrs. Joseph Herald and Mrs. R. H. Merriman, both of Hamilton.

Words of Appreciation.

Since the announcement of his sad death, general regret has been felt, particularly among hardware manufacturers, wholesalers and retailers, by all of whom he was respected and liked. Many words of appreciation of his work and his valued qualities have been expressed, all testifying to the high esteem in which he was held by his friends and business associates alike.

The announcement came as a distinct shock to many. After his recovery a year ago, following an operation, it was hoped that he would see many more years of good health. Some time ago, however, he again became seriously ill and gradually sank.

Plans are being prepared for a new public school building at Windsor, Ont. It will cost in the neighborhood of $40,000.

A Roman Catholic church, to cost in the neighborhood of $90,000, will be built at Megantic, Que.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

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ASSOCIATION TOPICS.

It is quite evident, from the reports submitted at this week's meeting of the executive of the O.R.H.&S.D. Association, that the next convention will, in some respects at least, outstrip all previous gatherings. The number of applications already received for spaces in the manufacturers' exhibit is equal to the number who showed at Peterboro' and it is, therefore, a foregone conclusion that a new mark will be set in this department.

The executive, we believe, would be wise to consider the enlargement of all educational features of the convention. Members attend gatherings of this nature for the sake of the good they can get out of them and, the more good they get, the more likely are they to continue to attend and to induce others to do so. If arrangements can be made, it would be a wise move to widen the scope of the window dressing contest. This might be done by soliciting the use of store windows in Guelph to enable a large number of contestants to enter. Other merchants beside the local hardwaremen might be willing to give the use of their windows for a few days.

* * *

It is regrettable that the question of mutual fire insurance must be temporarily dropped. This seems to be inevitable, however, as the members, as a whole, have shown a singular lack of interest. Despite the zealous missionary work of the men who have been at the head of the movement, the number of hardwaremen who have guaranteed support has been far too small to make it possible to start.

Under the circumstances, the executive members are justified in declining to take any definite steps. At the same time, the agitation should not be dropped. If the good work is kept up, it may be found possible some time in the not distant future to accomplish the formation of a mutual society.

* * *

The hardwaremen of Ontario will fight Parcels Post. It is gratifying to note that the executive members have realized the necessity for immediate action. The success, or lack of success, of the movement for Parcels Post, may depend on the celerity with which the opposition guns are brought into action. If the sentiment of those opposed to the innovation is made convincingly clear at once and the widespread nature of the opposition evidenced, it is quite possible that the sponsors of the legislation may realize the futility of it and quietly let the matter drop.

The executive was quite justified in voicing a request that all future legislation in this province, directly affecting the hardware trade, be not passed until the trade had been heard from. The interests most affected should always be heard from before new laws are put into effect.

* * *

The most disappointing feature of the Peterboro' Convention was certainly the sparse attendance of retail hardwaremen. They appeared to be greatly outnumbered by the exhibitors and traveling salesmen who were present.

This fact is something that the Executive should thoughtfully consider, in laying plans for the 1912 Convention. The annual gathering is primarily for the retail hardwaremen, and, while recognizing the great educational value of the exhibition feature, we feel constrained to say that as strong efforts should be made to bring the dealers to the convention, as are made to round up the manufacturers. Many thousands of dollars were spent by the exhibitors last February to bring their goods to the attention of but a small proportion of Ontario's retail hardware and stove dealers. It is hardly to be expected that they will continue to support the Convention so generously, unless there is a better attendance of retailers.

The Convention is still five months distant, and there is plenty of time to lay out a programme of business and entertainment which will prove irresistible to the hardwareman and will attract a record number of dealers to Guelph next February. The real problem before the executive of the Association is to bring the hardwaremen to Guelph and to see that they are accommodated in reasonably comfortable quarters when they get there. The success of the other Convention features will then follow as a matter of course.

WESTERN CROPS AND WESTERN BUSINESS.

Wheat 178,650,000 bushels, oats 223,550,000 bushels, barley 33,300,000, flax 7,820,000 is the estimate of the grain crop of the Canadian West published this week by the Winnipeg Free Press, one of the largest daily papers in the West. For the past three weeks this journal, which has for seven years estimated the yield with a fair degree of accuracy, has had twenty-four experts touring the three central provinces, Manitoba, Saskatchewan and Alberta. These inspectors have driven 6,584 miles, and cut samples from more than 4,500 fields of growing grain. Returning to the city after their trips, meetings of the inspectors were held and the above figures were compiled. They present what is considered the most accurate information regarding prevailing conditions.

But the yield? When one stops to consider the enormous increase over last year's crop there is small wonder that trade in all lines is phenomenally active. In spite of the most unfavorable weather conditions in July and August that the West has ever encountered, a yield has been produced which is the largest in her history. True, the average yield in wheat per acre for Manitoba is only placed at 16 bushels, Saskatchewan 17 bushels and Alberta at 18 bushels for spring and 20 bushels for winter wheat, yet the acreage under cultivation is so large that the 101,000,000 bushels of wheat yielded last year fades away into insignificance beside the results secured in 1911.

The tension which has pervaded the West, and has also been felt by manufacturing interests in the East, is now relieved. All branches of business will be active west of the Great Lakes this fall, but the hardwareman will have special reason to feel jubilant over the prosperity of the Western Provinces.

THE ADVANCE IN LINSEED OIL.

Dealers who have neglected to order their fall supply of linseed oil will now have occasion to regret it, for oil took a sudden jump upward this week. An advance has been anticipated for some time and it was predicted last week in Hardware and Metal, but no one had expected that the increase, when it came, would be so steep. The advance of seven cents has been, therefore, somewhat of a surprise; an unpleasant one for parties caught with light stocks.

Various reasons are given by the crushers for the step. Flax is costing them more and the European situation is partly to blame for it. It is believed, however, that the advance has been brought about to some extent by manipulation. The fact remains that the jobbers have been compelled to put up their price and that, for some time at least, oil will cost the dealer more than it would if he had purchased earlier. It is believed that the shrinkage in estimates of the American flax crop will tend to keep the price up this fall.

MORE ROOM FOR THE MANUFACTURERS.

The Manufacturers have asked for more room at Toronto Exhibition—more room in which to arrange displays of their product.

This request was bound to come, and is practically certain to be met by the directors. Yearly the exhibition has been growing in size, and nowhere has the expansion been greater than in the manufacturing lines. The various buildings have been crowded. An annex to the manufacturing building proper has been opened under the grand stand. In every posible way the manufacturers have sought to bring their goods to the attention of the public generally .

And now they are asking for more room. They have seen the interest the people take in inspecting their products. They realize the great educational work their exhibits accomplish. They realize that the exhibition gives them an opportunity to bring out prominently the features of their products—the points which differentiate them from similar articles—the points which make them attractive to the public.

The exhibition is becoming more and more valuable to the manufacturer, because he has come to realize more and more that he can use it to interest the retail dealer as well as the purchaser. The dealer comes to the exhibition to study the new features shown in his line. He wants new ideas, and these the displays of the various manufacturers should give him. Always they point out the salient points of their product. Sometimes they suggest how the dealer may best bring these home to his customer.

It is a great object of the manufacturer to help the retailer to successfully present his goods. It is to the dealer's interest to secure ideas which will help him to interest his customers in the various lines he handles. The exhibition gives both classes the opportunity they seek.

THE LIFE OF AN AD.

A hardware firm in an eastern city received one day an order for an article which had not been manufactured for nine years. Upon enquiry, it was learned that a farmer, in taking up a carpet, had found underneath it an old paper, containing an advertisement of this article. He had been so impressed with its utility that he had written off to order one.

Cases are numerous where answers have been received to advertisements, which had appeared a year or more before.

It is safe to conclude that, as long as a single copy of an advertisement continues in existence, it has a certain selling power. It is too often concluded that the life of an ad. is terminated with the publication of the next issue. In realty, the ad. will continue useful as long as a single copy of the issue, in which it appeared, is out.

POINTED EDITORIALS.

"Work the fall fairs," is good, sound advice at this juncture.

* * *

Lay your plans twelve months ahead? A great many dealers do thir planning about twelve minutes ahead!

* * *

One other thing the fair proved. The distribution of samples, though costly, is appreciated by the public, and widens the demand for the goods thus advertised.

* * *

A hardwareman is leaving the business to start a confectionery store. This constitutes a quick change from "hard" to "soft" goods.

* * *

A plentitude of golden wheat means an equal plentitude of golden dollars. Western hardwaremen can expect a thoroughly satisfactory trade this fall.

* * *

The dealer who gets his stove stock in now will not have to wait for his shipments when the busy season starts. It's a case of "come early and avoid the rush."

* * *

Every dealer should write to the Ontario provincial department of police for a supply of the blank forms for entering sales of offensive weapons.

* * *

The bugaboo of damaged crops having been effectually laid for the year, the West will now proceed to enjoy the prosperous activity that a surety of a god crop entails.

* * *

Toronto is the Mecca of Ontario hardwaremen during Exhibition time. This big annual event enables the merchant to kill two birds with one stone—to see the Fair and attend to some fall ordering at the same time.

* * *

Cotton goods are getting cheaper. As the boll weevil and a few other of the more noted pests have been chiefly conspicuous by their absence, the crop promises to be a good one.

* * *

During the past two weeks, the uncertainty, one might almost say the contrariness, of turpentine has been demonstrated. Experts united in saying that the price of "turps" would inevitably go lower and, ever since, it has been steadily climbing upward.

* * *

Electrical devices are more in demand than ever. In fact, there is every reason to believe that the use of electricty for the operation of household articles and for lessening labor is just beginning and that the time is not far off when it will be possible to do most anything by merely pressing a button.

New Lighting Fixtures Like Those of By-Gone Days

Crystal Pendants Again Become Popular for Drawing-room Chandeliers — A Brass Torch for Hall Illumination Resembles Lights of Years Ago — Mission Styles Popular for Dens—Many New Patterns From Which Dealers May Make Selections.

"The moving finger writes, and having writ, moves on." So sang the old poet. But he thought not of lighting fixtures, for with regard to them the moving finger moves in circles, the designs which are in especial demand this fall being reversions to styles of by-gone days.

Everywhere this is evident. Time was when chandeliers with crystal pendants were considered the only proper fitting for the drawing-room. That style went out, but now it is returning, some beautiful chandeliers being ornamented with these crystal pendants, which, cut as they are, radiate the light shed by the incandescent globes in every direction.



Brass chandelier with crystal pendants, suitable for drawing-room. (Courtesy of Jas. Morrison Brass Mfg. Co.)

These drawing-room fixtures are being manufactured in many patterns, but brass, either burnished or unburnished, is generally used as the foundation work.

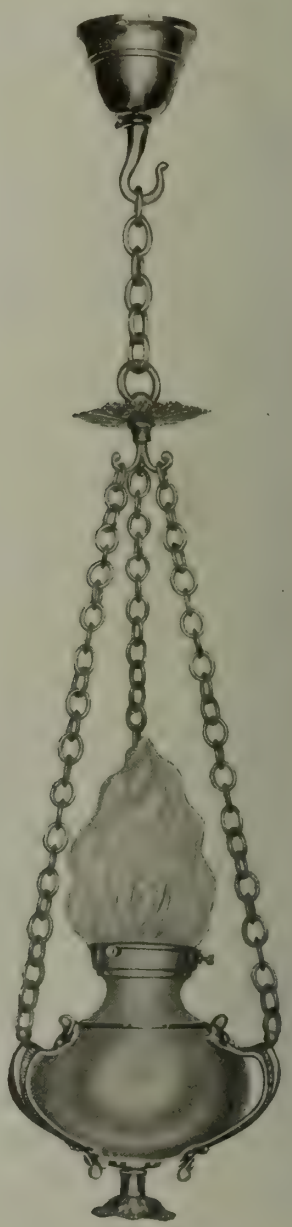
Brass also forms the greater part of an exceedingly artistic hall light—another revival from the past. A torch, this is called, and by means of the flame formed glass globe, a torch it appears, throwing off light from a large brass bowl supported by three strong brass chains. If a clear globe is used a strong light is given, but softer effects may be secured by using colored globes.

For living rooms and libraries the mission fittings are becoming more and more popular. Mission fittings are new, of course, yet they, too, have been inspired by the simple styles of other days.

More modern are the art nouveau shower designs, for which there is a strong demand. In these fittings, bell-shaped globes made of art glass hang by brass pendants from tops of heavy beaten brass. Beautiful fixtures they are—fixtures which could not fail to improve any drawing-room.

The Louis XIV. design is a more decorated light for use in reception rooms. It has the fine carving, the scroll work, the high polish which seems suitable to the gay sovereign after whom it is called. It differs widely from the colonial patterns, which while absolutely good, are plain, almost severe.

From all the new designs the dealers should be able to select some fine samples to show their customers—samples so varied that they would enable the selection of fittings for rooms of all sizes and of all furnishing effects.



Torch for the hall.

(Courtesy of James Morrison Brass Mfg. Company.)

RETURNED FROM EUROPEAN TRIP

Fred. Stork, ex-mayor of Prince Rupert and a prosperous hardware and stove dealer of that place, was in Toronto a few days ago on his return from a European trip, and granted a very interesting interview to Hardware and Metal.

Mr. Stork is a native of Bolton, Ont., and for a short time after his arrival from Europe, he visited his old home there, prior to proceeding west. He is now a thorough British Columbian and it would take an immense amount of persuasion to bring him back to the east. The pioneer spirit is strong in him, and he has helped to build up two of British Columbia's most progressive towns, Fernie and Prince Rupert.

Brimful of energy, Mr. Stork has found time, aside from his business, to take an active part in municipal affairs.



Fred Stork, Prince Rupert's Pioneer Hardwareman and First Mayor.

He was mayor of Fernie for a term, during his residence there, and also had the honor of being the first mayor of Prince Rupert, having vacated that office only at the beginning of the year.

As might be expected, Mr. Stork is enthusiastic over the prospects of Prince Rupert. When he first went there the town was scarcely visible to the naked eye and the store which he built as his headquarters (the first hardware store in the town) was very unpretentious, as may be seen from the cut. Now, Prince Rupert is a hustling town of 5,000 people and is rapidly growing. Mr. Stork's business has grown with the town, and his present building will compare favorably with any retail premises in much older towns of a similar size. During the past year,



The First Hardware Store Erected in Prince Rupert by Fred Stork.

Prince Rupert has laid out $500,000 in street improvements and is preparing to fulfill her destiny as the Pacific terminus of a great transcontinental railway. There are now five hardware stores in the town.

Mr. Stork's prime object in making his trip was to witness the coronation. The day after this ceremony, he crossed to Paris, going thence to Rome, Naples and Pompeii. After a trip to the Island of Capri, he visited Switzerland and Germany, sailing down the Rhine to Cologne. From Brussels he took a run out to the battlefield of Waterloo then returning to London. After a brief tour of Scotland and Ireland, he was ready to sail for home on the Mauretania.

In comparing notes with E. Holt Gurney, sales manager of the Gurney Foundry Co., Mr. Stork learned that Mr. Gurney was on the dock at Liverpool watching the Mauretania pull out on the very day that Mr. Stork boarded her on his return trip.

"No wonder I didn't see him," said Mr. Stork, "for I was having the most strenuous time of my career trying to locate my trunk. I went from the railway baggage room to the cartage company's and back to the dock without getting a trace of it, and had just about made up my mind that I would land in New York and start on my trip to Prince Rupert with my trunk still in Liverpool. But, when I finally entered my stateroom, that trunk was the first thing that met my gaze."

CELEBRATED WEDDING ANNIVERSARY.

On Saturday afternoon Mr. and Mrs. W. H. Wiggs, Quebec, celebrated the twentieth anniversary of their wedding at their home Hessel Grove. Among the handsome gifts which were presented to them, on this occasion, was a richly decorated breakfast set of Menton China, from the employes of Mr. Wiggs' establishment, the Mechanics' Supply Co.

Hardware Letter Box

Electric Welded Fence.

Turnbull & Cutcliffe, Brantford, Ont.—"Can you inform us where we can purchase Electric Welded Fence?"

Banwell-Hoxie Wire Fence Co., Hamilton.—Editor.

Celluloid Goods.

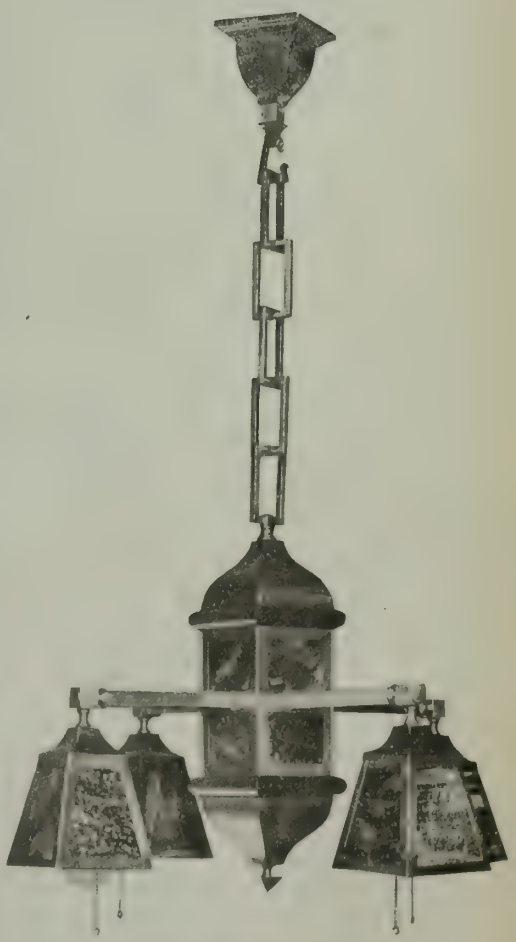
Arthur Chambers, Springfield, Ont.—"Kindly give me the name of a firm or firms making celluloid goods. I want to get some little celluloid rings made."

Celluloid Co., Newark, N.J.; Arlington Co., 725 Broadway, New York, N. Y.; F. F. Pulver Co., Rochester, N.Y.; Colburn & Stuart, Leominster, Mass.—Editor.

Razors.

Wells & Wells, Dresden, Ont.—"Please let us know the address of the makers of Carbo Magnetic Razors."

A. L. Silverstein, 450 Broadway, New York City.—Editor.



Mission fixture for den.
(Courtesy of James Morrison Brass Mfg. Company.)

Trade Conditions in the Mother Country

Railway Strike Paralyses Trade—The Future of British Railways—Builders of Canada's Navy—British Trade With the Dominion Declining—The Day of Cheap Gas.

Sheffield, August 22.—In all centres of industry trade has been paralysed by the strike of many thousands of railway workers. Some recovery has been effected by the peace terms suggested by the government, but there is still serious trouble at Liverpool, and export business is consequently delayed. Manufacturers fear that the dockers' strike, and now the railway strike, will divert business to foreign centres of production. But happily the government acted so swiftly that any serious diversion of trade is not anticipated.

The railway companies have reserved the right to increase rates if a higher rate of wages makes this necessary. But, so far as the conveyance of goods traffic is concerned, it is deemed unlikely that the railway companies will so add to the burden of the traders that more general recourse to motor haulage would be imperative. Railway rates are already excessively high, and there will be a big shout of disapproval if they are made prohibitive.

A far more likely thing to happen is the extension of automatic signalling, and the institution of modern methods at the docks, in place of the eighteenth century appliances now in general use.

In years past enormous sums of money were wasted by the railway companies in senseless competition. Trains with not half a load and wagons with one or two small consignments were run many miles at express speed in order to get traffic out of the hands of another railway. Depleted coffers resulted, and the companies are still suffering from the effects of this throat-cutting policy. Now there is amicable working and the abandonment of unprofitable agencies to the company which was first in the field, with the result that that profits and dividends are getting higher.

Many people assert that nationalisation of the railways will follow all the quicker now that the railway purse strings will have to be unloosed still further. This certainly would not be an unmixed blessing to the trading community. The government control of the postal service leaves a little to be desired, and we are all fearful that government control of the telephones will restrict the privileges that the National Telephone Company has given us. Government control of railways would restrict facilities very considerably, for without doubt it would result in a very much reduced number of trains, and superior indifference to the needs of the community.

At the root of all the trouble is the overcapitalisation of the railway owing to the excessive prices charged for the land which had to be bought when the rails were laid. Fabulous sums were charged in the hope that the companies would be deterred from "polluting the air in the neighborhood of the stately homes of England." There was pronounced opposition on all hands, and the directors, the workers and the public are now feeling the effect of this opposition of seventy or eighty years ago.

The Effect of Industry.

The effect of the strike upon industry has been very serious. Many works ran out of fuel, and had to be shut down. In many cases the military had to be requisitioned to convoy the coal carts to the works.

On the north east coast, rather than shut down, some works placed orders with the Westphalian Syndicate for coke and several cargoes have been brought into the Tees.

Canada's Navy.

Many rumors have been circulated as to the firm which is likely to build the Canadian navy, but it was not until August 3rd, that an authoritative announcement was made by Mr. R. R. Bevis, of Cammell, Laird & Company, that the work would go to a firm to be established in Canada, which would be assisted, organised and developed by his company. Mr. Bevis said that St. John, New Brunswick, had been fixed upon as the best site for a shipyard.

The statement was made at the works of Cammell, Laird & Company, which were visited by the Canada Royal Commission on Industrial Training and Technical Education. The members saw wonderful sights in Sheffield, and were much impressed by the magnitude of the resources of the East End. At Cammell, Laird & Company's Grimesthorpe Works they marvelled at the dexterity with which molten steel was controlled, and at the easy way in which a handful of men directed the rolling of 56 tons of red-hot armour plate. They frankly confessed they could not understand why the Britisher is so fond of self-depreciation.

The Prospective Builders.

The firm of Cammell, Laird & Company is one of the biggest armament and steel firms in the country, and is at present carrying out many contracts for the British Government. The authorized capital is £2,500,000. Its history is one of continental absorption of other firms. It was styled Charles Cammell & Company when it was established in 1864. In 1903 the business of the Mulliner-Wigley Company, was acquired, and late in 1903 the business of shipbuilders, engineers, etc., of Laird Bros., of Birkenhead, was purchased, and the name was then changed as above; the business of the Mulliner-Wigley Company has since been disposed of to a separate company, the Coventry Ordnance Works, in which John Brown & Company, and the Fairfield Shipbuilding and Engineering Company, are also interested. In 1905 one-half of the ordinary share capital of the Fairfield Shipbuilding and Engineering Company was purchased in exchange for ordinary shares in this company, and in 1909 the company became interested, through the sale of its Cumberland properties in the Workington Iron and Steel Company.

Declining Trade With Canada.

British trade with Canada in hardware seems to be growing considerably. In July the total exported to the Dominion was 2,663 cwts., compared with 2,452 cwts. in July last year, and only 1,426 cwts. in July two years ago.

The cutlery trade has fallen off a little to 524 cwts. last month, compared with 609 cwts. in July, 1909. Quantities were not shown in the Board of Trade returns prior to 1910, but the values recorded show a total of £11,082 in July, 1909, where last month the value was only £7,006.

There is also a falling-off in the trade with Canada in steel bars, angles, rods, etc., to 2,818 tons, compared with 4,161 tons in July, 1910, and 1,733 tons in July, 1909.

Similarly, tinned plates and tinned sheets have dropped to 852 tons, very little more than a quarter of the total of 2,997 tons in July, 1910, and about a third of the total of 2,426 tons in July, 1909.

Wire has also fallen to 143 tons, compared with 400 tons in July, 1910, and 188 tons in July, 1909.

Manufactures of wire totalled 323 tons, compared with 273 tons in July, 1910, and 231 tons in July, 1909.

Very Cheap Gas.

The Sheffield United Gas Light Company has just reduced the price of gas by a penny per thousand cubic feet to manufacturers and householders. This will serve as an additional inducement ment to use gas-heated furnaces instead of the electric furnace, which is now becoming more popular in the steel trade.

The charge for gas is now 1s. 3d., 1s. 1d. and 11d. per thousand cubic feet, according to consumption, and 11d. per thousand for gas engines. The charge for the public lamps from 1st October, will also be at the rate of 11d. per 1,000 cubic feet.

Sheffield's gas is now the second cheapest in the world. Widness, in Lancashire, beats it by a penny a thousand.

Our Page for Hardware Clerks

Competition in Stove Window Dressing

Hardware and Metal Offers Prizes for Best Windows — Fall Stove Campaign Should be Opened With Good Display — Competition Closes September 30th.

The stove selling season is just at hand. Nobody who passed through the Industrial building at Toronto Exhibition, this week, could fail to realize this. At almost any hour of the day, ladies were to be seen carefully examining the stoves and ranges in the different booths, and from the snaps of conversation overheard by the writer, it was evident that a good proportion of them were seriously considering a purchase. Especially was this noticeable on Farmers' Day, when so many thousands of visitors from rural districts were on the grounds.

By all tokens there will be no dearth of stove prospects for hardware dealers this fall. It is also probable that they will want to buy early, and the little spell of cool weather which has been experienced this week will egg them along.

So, it is about time to inaugurate the campaign, and one of the effective means of creating the early demand is to lay out a good window display.

It may as well be admitted that a stove window, especially if novel display features are desired, is one of the most difficult problems in hardware window dressing. Of course, if nothing more is done than to set up a stove in the window, it is simply a matter of brute strength. But this kind of a window will not do justice to its selling possibilities, and the clerk who wants to arrange a real business-producing display, will have to do considerable thinking.

Prizes Offered for Best Display.

To encourage good stove displays this fall, Hardware and Metal has decided to hold a stove window display, open to any hardware dealer or clerk, in Canada. Prizes are to be awarded as follows:

First Prize.—Three dollars in cash.

Second Prize.—Copy of "Window Dressing Manual," or "Hardware Window Dressing."

Conditions of Prize.

Contestants are required to submit photographs of their window displays, to reach the Toronto office of Hardware and Metal not later than September 30th. Along with the photograph should come a brief description of the display, and, if any special features are adopted, the reasons underlying them should be given. As far as possible, an estimate should also be made of the results in business which the window produced.

This contest affords a good opportunity for the ambitious young hardware clerks to contrive a display of a difficult line, and render themselves better qualified for advancement in business.

Let Customers Think You Have Variety

An Incident Related That Shows Errors of Omission and Commission—How a Conscientious Clerk Gave Wrong Impression and Nearly Lost Sale—Suggestions for Improvement.

She looked like a brand new September bride. If so, she must have had a short honeymoon, and was losing no time in getting down to business upon her return. At any rate, she had never bought a wash-board before. I am sure of that.

"I would like to see your wash-boards," she said timidly, to the fair-haired hardware clerk.

"We only have the Vampire," he volunteered in return. And his tone seemed to carry the conviction that the Vampire was a no-good wash-board.

"Oh! I never heard of the Vampire. Mother used a ————, I think it was. Are you sure you have nothing else?"

"No, that's all we have, ma'am."

"Well, is the Vampire such a poor wash-board?"

"Oh, it's all right."

"Would you mind showing me one?"

"Certainly not." The clerk looked as if a great light had burst upon him. He evidently hadn't thought of showing the wash-board before, and he was glad the idea had been suggested to him. Going to the back of the store, he pulled a wash-board out of a corner and brought it to the counter.

"Why that seems to be a very good wash-board," the bride exclaimed.

"Yes, there is nothing wrong with it," admitted the clerk. "But it's the only kind we have."

"Well," after a little hesitation, "I'll take this wash-board. Will you please send it up this afternoon. My washwoman is coming to-morrow morning."

* * *

This little incident was not manufactured to serve the purpose of a moral. It really happened in a suburban Toronto hardware store. The wash-board in question is a leader with one of the best known manufacturers in Canada, and I know it to be a good wash-board. Probably the bride knows it now, too, but I'll wager she has the idea that the stock carried in that particular hardware store is a meagre one, and she may not go back the next time she wants anything in hardware.

It was a wonder the clerk didn't lose that sale, and he surely would have done so if the customer had not been of the timid variety. And the clerk is conscientious enough, too. He didn't wilfully antagonize the customer, and he wasn't at all surly. He simply didn't know any better, and, if he wants to make a success in the hardware world, there are a good many things about salesmanship that he will have to learn.

In this instance, the clerk made two bad mistakes—one of commission and the other omission. The error of commission consisted in giving the impression that the store carried only a small stock, while the error of omission was in the failure to show the customer a wash-board, until asked to do so.

It is only natural that customers should prefer to deal in a store where the stock is such as to offer them a good selection. The clerks should remember this, and never do or say anything which would give the opposite impression.

The clerk I am discussing should have said to his customer: "We carry the Vampire wash-board because it is the best value we have been able to discover. I will just go and get one so that you may see for yourself how well it is made." That would have made the customer feel at ease, made her feel that her order was really desired, and paved the way for a sale and for a permanent customer.

Geo. Turner, manager of the Woburn Hardware Co., at Woburn, Mass., is visiting his old home in Fredericton.

It is reported at St. John, N.B., that the T. S. Simms & Co. have sold their factory to Ganong Bros., of St. Stephen.

News and Methods of Canadian Hardwaremen

Increasing Popularity of Demonstrations—Getting After Exhibition Trade—St. John Dealers Featuring Boy Scout Supplies.

GOOD WINDOW DISPLAYS.

Moose Jaw, Sask.—The hardware stores here are showing creditable window displays at the present time. The Ross Hardware Co. have two finely dressed windows, one being used for the display of a threshing outfit. A complete line of articles needed by the thresher are shown and the display has created considerable interest, particularly among visitors from the farming sections.

The Moose Jaw Hardware Co. have a finely dressed sporting goods window. The duck season is now at hand and local sportsmen have all been interested in the display, which includes rifles, ammunition and all hunting supplies.

DOOR CHECK DEMONSTRATION.

Moncton, N.B.—The Sumner Co., "the Quality Hardware House," have been conducting a demonstration of door checks in their store window. A lot of interest has been created and a number of sales have resulted.

HANDLING LARGE QUANTITIES OF CEMENT.

In last week's issue of Hardware and Metal, mention was made of a car of cement having been received at T. H. B. McCullough's hardware store at Chatsworth, and it was stated that this was the first car handled this season. It should have read that this was the fourth car handled during the season. Mr. McCullough has a remarkably large business in this line.

AFTER EXHIBITION TRADE.

Perth, Ont.—A. E. Butler has taken advantage of the fact that many visitors will be in town over fair week to advertise his stove and furnace lines. He is advertising in the local papers as follows:

"To the hundreds of visitors that will be in town during Exhibition week we extend an invitation to pay a visit to the store.

"We will try to make it interesting in showing you the many lines and special values we are offering that will make your trip a source of profit as well as pleasure.

"We would call your special attention to the lines of Ranges we are offering—"

A splendid display of stoves and furnaces has been made to attract exhibition visitors.

TO BUILD STORE.

Regina, Sask.—Peart Bros.' Hardware Co. have acquired a site in the business section of the city and, it is understood, will erect a fine new building, to be used for retail purposes.

They are still continuing their quarter sales every Friday and Saturday and are meeting with great success. Each sale is accompanied by a window display of the articles offered at that price. The last assortment included: Towel bars, cake tins, preserving kettles, cullendars, sauce pans, butter dishes, pails, tea pots, soap dishes, dippers, fry pans, scissors, dessert spoons, teaspoons, pocket knives, shaving brushes, razor strops, pliers, hammers, screw drivers, rules, squares, tapes and wrenches.

A quarter is a popular price and it is surprising the number of articles which can be sold at that figure. As the advertisement of Peart Bros. says: "25c is a small amount of money, but it will surprise you when you see the value you can get for it at our Saturday sale."

HOLDING A DEMONSTRATION.

Vancouver, B.C.—Cunningham's, Ltd., are featuring their stove department by holding a big sale and offering prizes. The sale was held last week, during the exhibition, when the city was crowded with visitors, many of them from nearby points. As a result, it proved a great success, the attendance being unusually large and the number of sales made quite satisfactory.

To create an added interest, cash coupons were issued to all who made purchases at the store. A daily prize was offered and the holders of coupons had a chance for the prize offered on the day that the coupon was issued.

On Saturday, the last day of the sale, a range was drawn for, all holders of coupons issued during the week being eligible for this prize. The holder of the lucky coupon was given the range absolutely free.

TO ESTABLISH FOUNDRY.

The Lighting Furnace Co., Montreal, is negotiating for the establishment of a foundry and machine shop in St. John's. A by-law will be submitted to the ratepayers, calling for the grant of a free site to the company and exemption from taxation for 20 years.

FEATURING BOY SCOUT SUPPLIES.

St. John, N.B.—That local hardware dealers should take advantage of the possibilities offered through the sale of appliances used in connection with the work of the boy scouts in this city and province, is the opinion of a reliable hardware merchant of St. John, who, himself, has already begun the preliminaries in the opening of this branch of business. "Of course, it would not amount to much at first," said the dealer, "but that is the same with all kinds of trade, particularly side-lines, which this would be considered. There are six or seven boy scout detachments in this city, and more throughout the province, and many little things which would be of use to them would catch the boy's eye were they featured or offered for sale. And once one lad has something of a novel nature, such as a fancy-looking sheath knife, new kind of woodman's hatchet, pocket flash-light, or a number of other things which suggest themselves, the other boys want the same thing. The schools have re-opened for the year's work, and the youngsters have returned to the city from the country. Fond parents take pleasure in seeing their young sons following this boy scout work, and the desires of the lad will be granted in most cases. The work among the boy scouts will soon be resumed, and many of them will keep at it throughout the winter out of doors, so that there are numerous opportunities to offer for sale articles which will be favored by the boys."

Local hardware dealers were generous towards the Trades and Labor Council in the donating of prizes for their picnic, which is to be held on Labor Day. Several prizes of different articles sold in the hardware business, such as razors, clocks, rifles, axes, etc., were donated among the hardware merchants, inducing friendship, goodwill, and business, in this fashion being W. H. Thorne, Emerson & Fisher, T. McAvity & Sons, M. E. Agar, Messrs. Campbell Bros., and others. The prizes were displayed in the hardware window of W. H. Thorne in King Street, where they attracted considerable attention.

Harry Woods, who has for the past few years acted as manager of the McKay hardware store at Milita, Man., has purchased the stock and will continue the business in the old stand.

A new hardware store will shortly be opened at Young, Sask.

J. F. Lozo, of Melville, Sask., has purchased a hardware store at Transcona.

The Day Hardware Co., Red Deer, Alta., have added a plumbing department and a tinshop to their business.

HARDWARE TRADE GOSSIP

Ontario.

E. T. Torrens, Tillsonburg, has been conducting a demonstration of gas ranges and heaters.

In the "Forty Years Ago" column of the Stratford Beacon we find the following note from Mitchell: "Mr. O. Sinclair has removed his stock of hardware to the large brick store built by Mr. H. Campbell."

An elevator in the hardware wholesale establishment of Chown & Co. collapsed and fell five storeys. The drum on which the cabe was wound fell with a crash, striking a lad named Jimmy Atkins on the head.

The Electric Meter & Stamping Co., New Hamburg, will go into the manufacture of baby carriage hardware. About $5,000 worth of new machinery has been installed. The company have received contracts to supply the wheels and other hardware used by five Canadian factories.

A fire broke out in the tinshop of Trompour & Draper, Chatham, while all the staff were away at dinner. Although it lasted only a few minutes, about $400 damage was done to stock and machinery and the interior of the shop was badly scorched. Some insurance was carried.

The Sudbury News says: The rush of prospectors and speculators to West Shining Tree and surrounding territory is proving of much benefit to our merchants, hardwaremen and outfitters. Sudbury is the most convenient point to arrange for outfits and transportation, and every day within the last fortnight numerous parties have taken departure for the north."

F. W. Ford, of Essex, has bought the hardware business in Lucknow recently acquired by the Howell Hardware Co. Mr. Stewart, who was acting as manager for the Howell Hardware Co., has gone to Goderich, where he will continue in their employ. Mr. Ford has had charge of a hardware store in Essex, but his home is in Kingsville, in which place he conducted a hardware store for some years. D. N. Lawrence, the former proprietor of the Lucknow store, is still connected with the business.

Quebec.

W. H. Evans, of the Canada Paint Co., Ltd., is back from a holiday at Murray Bay.

R. P. Gordon, manager of the sporting goods department of the Jas. Walker Hardware Co. Ltd., Montreal, is spending his holidays in Toronto and also at his home Wingham, Ont.

Western Provinces.

Ralph & Co. are opening a new hardware store in Nutana, Sask.

A. G. Duck has started business in electrical supplies at Revelstoke, B.C.

H. E. Goodman, of the Wood-Vallance Co., Winnipeg, was ridden down by an automobile and severely injured.

W. C. Stearman, Vancouver, is advertising his stove stock heavily. He announces that August was the best range month so far this year.

The Manitoba Hardware and Lumber Co., have secured the contract for the heating and ventilation of the new town hall at Virden, Man.

Thomas and J. H. Millard have taken over two hardware stores at Cypress River, Man., formerly owned by G. S. Barrie & Co., and P. A. Hamilton.

William Spence, for nearly ten years an employee of the Ladysmith Hardware Company, died in the Jubilee Hospital Victoria, B.C., aged 52 years.

E. Wideen, hardwareman, of Blackfalds, Alta., has been compelled to offer his business for sale. Owing to the illness of his wife, he intends to leave for the coast.

G. A. E. Evans has severed his connection with the Lawrence Hardware Co., Revelstoke, B.C., and will take over the office management of the Revelstoke Sash and Door Factory.

M. Bertrand, who took over the hardware and harness business of Dostaler & Lessard, at Vegreville, Alta., this spring, has disposed of it to the St. Paul Mercantile Co. The stock is being moved north.

Building operations have been carried on briskly in Aylesford during the present summer, and but little trace now remains of the ravages wrought by the disastrous fire of last May. C. B. McIntyre, hardwareman, has completed a neat wooden store—a great improvement on the old building which it replaces.

F. W. Cunningham, president of the Cunningham Hardware Company, Vancouver, was taken to the General Hospital early on Sunday morning suffering from severe burns on the arms and hands, sustained while trying to extinguish a fire which broke out in his launch early on Sunday morning. As far as could be ascertained Mr. Cunningham was sleeping on board his boat preparing to leave for his camp on the North Arm. In some way the gasoline tank exploded, setting fire to the launch A call was sent in to the fire department, but before the engines arrived the boat was burned to the water's edge.

AT THE EXHIBITION.

Large numbers of hardwaremen have been in attendance at the Toronto Exhibition. Among those noted are the following: E. J. White, Hamilton; H. D. Wilson, Whitby; J. A. Henderson, Brampton; T. Philips, Brougham; Dawe Bros., Roseneath; J. H. Coulter, Alton; A. A. Wagner, Arnstein; F. A. Camp-Birmingham, Campbellford; J. J. McGill, Cavan; H. A. Malcolm, Malton; T. H. Watson, Seagrave; W. Carey, Connor; G. M. Rice, Whitby; W. G. Soules, Norval; F. Lenahan, Durham; J. C. Chalmers, Palmerston; Sargent & Son, Westwood; S. R. Peart, Rockwood; J. S. Brimton, Allandale; J. P. Foucer, Tottenham; T. A. Marshall, Everton; John McKay, Chatsworth; John Twelford, Southampton; J. Kingsboro, Coldwater; T. W. Miskelly, Smith's Falls; H. D. McGinnis, Kirkfield; W. W. Leonard, Lakefield; R. Philp, Burkton; W. Murray, Cayuga; E. T. Carter, Jarvis; J. Hughes, Newtonville; H. Hillhouse, Clifford; J. E. Mosley, Huntsville; W. Glassford, Beaverton; W. H. Smith, Oakville; O. J. McArthur, Beamsville; W. H. Love, Bethesda; McCague & Watson, Stayner; A. Spratt & Son, Inglewood; Jas. Rice & Son, Wyoming; McKillop & Ferguson, West Lorne; Jones & Trimble, Amherstburg; W. L. Wannamaker, Bolton; T. Fox, London; W. A. Holliday, Brooklyn; S. L. McCabe, Lotus; C. Dickson, Jessopville; J. J. Metcalf, Shelburne; W. H. Gostick, Muskoka; J. Spun, L'Amable; Hughes Bros., Laurel; J. H. Field, Mitchell; D. Simpson & Son, Pickering; C. Sargent, Claremont; D. W. Stimson, Omemee; G. T. Ward, Stratford; E. H. Kelcey, Loring; J. O'Hara; Thornloe; W. Brothers, Lebanon; J. E. Beacock, Myrtle; W. H. Creeper, Hayden; Whyard & Sons. Dungannon; P. D. Leisemer, Mildmay; Sam Vogan, Walkerton; M. McGregor. Caledonia; W. Reynolds, Bethany; Chas. Shaw, Kleinburg; Thos. Boyle & Son, Corbetton; J. A. W. Allan, Newmarket; D. J. Harth, Minden; T. M. Nash, Wellington; W. A. Buller, Green River; A. Bowie, Argyle; J. Caumans, Chepstow; Roy McClellan, Alton; D. Stewart & Son, Thistleton; M. Howell, Goderich; J. W. Bennett, Gananoque; W. E. Sheppard, Sutton; C. Burrel, Markham; W. Deverell, Rathbun; E. E. Hockridge, Hopeville; W. J. Thurston, Dunsford; J. R. Otto, Ayton; J. Groskurth, Waldemar; Fred Gray, Lyle; C. Southson & Son, Lakeport; F. J. Hicks, New Toronto; R. Caesar, Massie; R. E. Little, Teeswater; W. R. Pinder, Goderich; V. Kaselman, New Dundee; T. Hawkins, Exeter; W. Fowke, Charlton; R. K. Hartwick, Fisherville; J. E. Elliott, Cadmus; John Angst, McKellar; A. McMurray, Gilmore.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 54.

MARKETS IN BRIEF.

Montreal.

Turpentine—Up one cent.
Trail Lead—Now $3.85.
Tin Quoted at 47c.

Toronto.

Turpentine—Reduced 1 cent.
Linseed Oil—Increased 7 cts.

MONTREAL.

Montreal, Sept. 8.—Conditions in the metal markets remain satisfactory. Trade has maintained itself on the firm basis which has been apparent for some time. Iron and tin are steady, likewise copper, but lead and spelter are firm and both seem to be pointing to firmer positions. However, this remains to be seen. In the meantime preparations are being made for the fall trade and there is every prospect that business will be encouraging.

Pig Iron—There is still but little to report in this market. Conditions remain practically unchanged. Home consumers are beginning to send in their orders for requirements during the fall and winter, but as yet there has not been much business done in this regard. The pig iron markets in the Old Country are steady and there is no special indication of any near change. In the United States an effort is being made to bring more confidence into the country in general and it is claimed that a better feeling obtains as far as iron is concerned. This is scouted here, although better feeling may be coming. But prices are still on the basis that has been ruling for months. The Canadian trade maintains its healthy feeling and the present prospects are that the coming season will see a continuation of this satisfactory state of affairs..

Copper—Copper has been steady and fairly active. There is no feature to the present business. The market seems to be on a sound basis and with a general feeling of satisfaction with the prosperity that follows a good harvest copper must share in the strengthening influence.

Tin—This metal is reported just a little easier, although the present local price is at 47, but the general feeling indicates a shade of easiness compared with previous strength. It is believed that the price will remain steady under the existing conditions of the market.

Lead—The market remains firm with the local price of Trail lead 10c higher, the figure being now $3.85. There is quite a heavy trade in white lead and the firmness reported from the primary market is shown in sympathy here. The proposed international syndicate, including English, German, Belgian and American manufacturers, is said to be materializiing, and will have more or less effect here. The purpose of this combination is reported to control market conditions and to regulate the output according to demand. In explanation of this is has been pointed out that white lead has been a poor money-maker, but that under the proposed scheme it will be brought to a basis that will meet with the satisfaction of all concerned. Lead is now close to 4c, in fact, it has been quoted at that price.

Spelter—It seems to be a difficulty to secure spelter and the market has been holding firmly. The present position denotes future strength and it is commonly believed that higher prices are more than possible. Galvanized sheets and zinc are also very firm. The demand is heavy and the market is reported active and strong.

Antimony—No change is reported in this market, the only note being the disbanding of the ring which early in the year had secured control. The market is steady at the former price.

Old Metals—The market is steady for old materials. Prices are quoted as follows: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Sept. 8.—There are no developments of any particular import to report in the metal situation. There has been a weakness in tin resulting in a loss of 1 cent in price but otherwise prices have remained the same. Spelter remains very strong and there is also a firm tone to lead but the introduction of domestic lead on the market will relieve the situation there.

Tin.—A reduction of 1 cent has been made on the local market, the quotations heard to-day ranging from 44 cents to 46 cents. There is, nevertheless, a splendid volume of business being done and the prospects are all for a continuation of this activity. The reduction was brought about as a result of an unexpected exhibition of weakness on the London market. Some surprise was felt at the decline in the foreign market on Tuesday of £3 7s 6d for spot and £2 2s 6d for futures, which on the closing cable was further increased 10s for spot and 5s for futures. It was still more surprising that none of the American trade seemed to have any information from their correspondents by cable as to the cause of the decline, whether it was caused by Syndicate selling or that some new unfavorable feature in the situation has come into sight.

Antimony.—Apathy is still shown in the antimony market. The interest which attached to the metal for some time as a result of the syndicate efforts to boom the price has since died out. Some buying is being done at the old prices.

Plates and Sheets.—There is now a good demand for plates and sheets of all descriptions. The factories are now running full handed again and this has resulted in the placing of larger orders. It is stated that some difficulty is being experienced in getting orders filled for galvanized sheets. Orders placed some time ago have not yet been filled but it is hoped that large shipments will soon be received.

Copper.—Although the local demand for copper is good, there is not a great deal of interest being shown. The situation on the primary markets is unchanged. Reports are to the effect that if anything the feeling and price are rather easier but no business has been heard of on which lower prices could be quoted. English copper markets have weakened and it is believed that this is purely and simply in sympathy with the European stock markets.

Pig Iron.—With orders coming in briskly, the situation is quite satisfactory. Prices are still quoted as follows: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—It is reported that domestic lead is now obtainable and this will relieve the shortage which has been felt here for some time. The upward tendency in the price of lead has, therefore, been checked and the prevailing quotation is still $3.95 per hundred pounds.

Spelter.—Locally, the spelter situation has not changed. There is a splendid demand and as stocks are light, it is safe to assume that this activity will continue.

Old Metals.—There is a fairly good demand with prices standing as follows: Heavy copper wire, 10½c to 11c; heavy yellow brass, 7¼c to 7½c; heavy red brass, 9¼c to 9½c; heavy lead, $2.90; light copper and bottoms, 9¼ to 9½c; tea lead, $2.40; machinery cast iron, No. 1. $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $11.

HARDWARE MARKETS

MONTREAL.

Montreal, Sept. 8.—There is not the general business activity that might be expected with the opening of the autumn trade. The various houses are busy, but the staffs are not rushed. Orders are coming in rather freely, but the shipping departments at present are not being extended to their limit. The city demand has been spoken of as quiet, and orders from outside points are not as numerous as they might be. The work of harvesting and the approaching elections are two influences that are having some effect on the trade, but even though there is a touch of quietness, no complaints are heard, evidently an indication that business is even better than was expected under the conditions. That refers to the general aspects of business. Some of the branches are bringing in a healthy trade, special fall lines being noticeable in that respect. Household goods are moving easily, and similarly builders' hardware.

Seasonable Lines—In this department there is a satisfactory movement. Lanterns, sleigh bells, horse blankets are going out nicely. Snow shovels are only beginning to receive attention, and nothing exceptional has occurred yet in this line. The preserving season is still producing some business in the form of fruit presses, jars, etc. From window displays noted recently it is apparent that the retailer is still looking for business in this department, in spite of the fact that preserving time is drawing to a close.

Sporting Goods—Guns and ammunition are providing the feature event in the sales department just now. The demand has been very heavy, the middle-priced gun seeming to be the favorite. Some lines of single-barrelled guns have run low in supply, but jobbers have filled up the vacant racks with new stocks. Orders for skates are more numerous and a good year is expected. Hand sleighs are ready to be sent out now; in fact, the orders for fall and winter sporting goods are being rapidly filled.

Household Goods—There is the usual demand for household utensils. Wash tubs and wringers are receiving attention, food choppers are also moving, electric irons and sad irons are now to the front, and other household goods are not behind the movement. Some prices quoted are: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1 qt., $1.50; 2 qt., $1.65; 3 qt., $2.05; 4 qt., $2.50; 6 qt., $3.15; 8 qt., $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz., Universal, $37.75 per doz., Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set, nickel-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Builders' Hardware—There is still a considerable demand in this branch of the business, although there are some signs of an easing off. Railway construction is going ahead steadily, and there is considerable cement under way that is holding business in wheelbarrows and similar lines. The following prices are quoted: Knobs, mineral, jet and porcelain, japanned trim, $1.13 doz.; mineral, jet and porcelain, H. P. trim, $2.25 doz, Locks, cheap rim knob, $1.20 doz. and up; cheap mar. knob, $1.52 doz. and up. Inside lock sets, steel trim, $3.95 doz. and up; wrought bronze trim, $10 doz. and up; cast bronze trim, $16.50 doz. and up. Front door sets, steel trim, $13.75 doz. and up; wrought bronze trim, $17.75 doz. and up; cast bronze trim, $24 doz. and up. Cylinder F. D. sets, wrought bronze trim, $5.50.

TORONTO.

Toronto, Sept. 8.—Business has been good this week, a brisk demand having been experienced in most lines. The Exhibition has checked trade in some ways but in other respects it has accelerated. While the absence of many dealers from home has lessened the bulk of business from the province, a majority of the dealers visiting the Fair have called in at their jobbers and left orders on their own account. Altogether, therefore, business has been good and the shipments have been unusually heavy for this season of the year.

No price changes are noted this week. Firmness is the dominating tone of the market.

Seasonable Goods.—More orders are being booked for fall and winter goods and, in a few cases, shipments are being made. Snow shovels, sleighs and skates are coming slowly into demand. The bulk of the orders have come so far from the northern sections.

Household Goods.—It is estimated that the amount of business done in tinware, graniteware and general household goods during August was heavier by quite a margin than during the same period last year. Certainly, trade has been heavy and well sustained all through the warm season and there are indications of even bigger things now that the fall demand for kitchen utensils is beginning to manifest itself. There is still a call for refrigerators, some delayed orders being filled. Wooden ware is selling briskly.

Lumbering Supplies.—There is a heavy demand from Northern points. Lumbering will soon begin and, in anticipation of the usual fall trade, dealers are stocking up in cross-cut saws, logging chains, mitts, etc.

Heavy Hardware.—The demand remains heavy and it is said deliveries were never better. Orders are meeting with a sharp response. Price quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Builders' Hardware.—The situation is reported to be highly satisfactory in the matter of sales. In some lines of shelf hardware, however, it is found difficult to meet the demand as the manufacturers are not able to make prompt deliveries at this season. While some delay is caused in this way, the situation is not at all serious.

The rush of business in all lines of builders' hardware is now most marked. Shipments are reported to be heavy at all local jobbers. There is also a stiff demand for tools and contractors' supplies generally.

Stoves and Heating Goods.—The stove situation is highly satisfactory. In point of sales, nothing better could be expected. Business up to date has been quite nicely ahead of last year and, with the amount of advance business being booked, the prospects for the future are very bright. One manufacturer estimates that his trade in this district during August was 10 per cent. better than last year. The British Columbia increase was much larger and this is accepted as an evidence of a bumper trade in the West this fall.

Large shipments are being made now and, on the whole, orders are going out fairly well on time. In some cases delays have occurred but never for more than a week, so that the situation in that respect is unusually good.

Sporting Goods.—The demand centres largely in rifles and ammunition. Football supplies are now moving in good bulk, however.

AGENCY FOR FOOT SCRAPERS.

The Onward Manufacturing Co., Berlin, have secured the Canadian agency for Grab's Foot Scrapers, which take the place of door-mats, and are selling them through the hardware trade. These scrapers are designed to clean the sole and brush the sides of a shoe in one operation. It is stated that the brushes attach easily to the door step or any handy place, and they may be rotated so as to clean or sweep under them.

The Western Hardware Market Situation

Wonderful Trade Expansion Follows Harvesting of Record Crop—Hardware Lines in Acttive Demand—Builders' Hardware Particularly Brisk—Shooting Season Creating Good Business, Despite Cold Weather.

Winnipeg, Sept. 6.—With the enormous crop increase which is now assured to western Canada, trade expansion is the only possible outcome, and this is exactly what is taking place. Wholesale hardware merchants are reaping an unequaled harvest this fall. All firms are busy, and are expanding their interests in every section of the west. Reports from Edmonton indicate that Winnipeg firms are active in that city in enlarging their facilities for handling the increasing volume of business.

This expansion in wholesale and industrial business naturally necessitates expansion in other lines, and the demand for office premises, stores and residences has been such as to promote feverish activity in the building trades, and the demand for premises is still far in excess of the supply.

Such is the condition of the hardware trade throughout the west, and the Winnipeg market, which is at the gateway of this vast area, is playing an important part in the development of these western centres. Large additions are contemplated on the home premises, as well as in staff and stocks to handle the increased trade which is expected this fall.

In the various lines little change is noticed from last week, and the demand is as strong as ever. Many buildings are being rushed to completion, and building materials of all descriptions, as well as threshermen's supplies, are moving actively. Ammunition for duck shooting is still going out, and the season, which opened last week, appears likely to fulfill the expectations of the wholesalers, in spite of the cold weather. Several late orders are being rushed out. Rifles and ball cartridges are starting to move, but will not be active for another week or two.

Prices remain unchanged from last week, and are quoted as follows:

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24 $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.50; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen. $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3; ¼ in. $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in. $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in. $9.25; 2 in., $12; 2½ in., $19.60; 3 in. $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting.—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc.—Casks, $8.75; broken lots, $9.25.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $13.50; ½ box, $8; I. X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c. extra; bright iron $3.20 base; brass spring wire, base, 23c.; plain galvanized iron, Nos. 6, 7 and 8, $3.50; No. 9, $2.90; 10, $3.60; No. 11, $3.70; No. 12, $3.10; No. 13, $3.40; No. 14, $4.25.

Paints and Oils.

Little need be said as regards trade in these lines as the enormous amount of building under construction at the present time will, of course, result in large quantities of these lines being called for. Ready mixed paints of all colors are moving freely, and the volume of business transacted in these lines is decidedly heavier than last year. Turpentine is active, but remains unchanged from 85c per gal. in barrels, and 95c per gal. in small lots.

Glass—A heavy movement in glass is at present taking place, two and three breaks being in the greatest demand. Prices quoted are:

First break, all under 25 united ins., $3.50 per 100 sq. ft.

Second break, 26-40 united ins., $3.75 per 100 sq. ft.

Third break, 41-50 united ins., $4.25 per 100 sq. ft.

Fourth break, 51-60 united ins., $4.75 per 100 sq. ft.

Putty—The movement in putty is always closely associated with that in glass, and consequently an equal demand is in existence. Prices are $2.90 per cwt. in bulk in barrels, and $3.15 in 100-lb. drums. Bladder putty in barrels is quoted at $3.15 per cwt., while in 100-lb. cases $3.40.

Methods of Retailing Paints and Varnishes

Demonstrations as a Selling Force

People Love to be Shown—Seeing the Work an Article Does Interests Them in That Article — A Woman Observes Old Floors Varnished and Made Bright and at Once Buys a Tin —Outside Help Not Required.

People who hail from the State of Missouri are popularly supposed to have a great desire to be shown. But all over the world the same desire is felt. "Let me see," is among the first requests of any child; and throughout life similar demands are constantly made.

This is one of those touches of nature which make the whole world akin. It is also a touch which may be turned to profit by the merchant, for it is the reason behind the demonstration.

One of Helen's irrepressible babies clamored loudly to see "the wheels go round." Older people are clamoring for the same thing to-day, and so they are delighted when they perceive anything in the nature of a demonstration.

Advantages Seen at Exhibition.

Those who attended the Toronto Exhibition will appreciate the truth of this. They will have noticed the crowds about those booths where practical use of the article exhibited was being made. Even the man demonstrating what could be done in the way of putting on a color was never without a good-sized and interested audience.

Some may not see the connection this has with the hardware business, yet that connection is not hard to find. Could not the hardwaremen play upon this human idiosyncrasy more than they do? Could not they go more into demonstrations? Suppose they are having a sale of some special line. Why not demonstrate its use? Of course, this has been done—done often. But it has not been done often enough.

No Need of Expert.

There would be no need to get in an expert from outside every time a demonstration was undertaken. One of the clerks could probably do the work as well. Moreover, he would like to do it. Almost everyone like to perform before a crowd. That is another quality common to nearly all mankind.

And so, if a silver polish is being boomed, the hardwareman might have one of his staff show the people coming into the store the manner in which this cleans spoons. If he is working up a demand for a brass polish, he might have some one show the work the polish does. If, about Christmas time, he is showing an electrical toaster as a practical gift, he will attract three times as much attention and secure three times as many sales if he spends five cents for a loaf of bread and has the toast made on the electrical device right in front of the people. It might even be wise to pass the toast for inspection and consumption.

Shows Confidence of Merchant.

Paint, too, might be demonstrated, also varnish. If about housecleaning time a woman sees a hardware clerk making old floors look like new by the use of a little varnish, she is going to buy a can and get her husband to work. It may be a little hard on the husband's trousers, but it is good for the floor, the merchant, and the manufacturer.

Many things can be demonstrated to good effect. In fact, every demonstration has a good effect. It interests people. It shows them the merchant has confidence in his goods, for no man dare demonstrate with something which will not do what is claimed for it. Then, a demonstration helps sell other goods. It draws customers into a store, and once there they may see something else which they want.

A VANCOUVER PAINT WINDOW.

A very neat display of paints and brushes was made a short time ago by T. Hughes, No. 2037 4th Ave., west, Vancouver. As shown in the accompanying cut, the background of the exhibit consisted of two large hangers supplied by the manufacturers. The front of the window was utilized for showing a variety of paint, varnish and whitewash brushes, and a number of paint specialties, done up in small packages. Behind these, there are cans of prepared paint arranged in several attractive piles. A pyramid effect is produced in each pile, by making a gallon can the base of the pile, this being topped by half gallon and quart cans in order. On the whole the display is one that should attract the attention of possible purchasers, and add materially to Mr. Hughes' paint trade.

A noteworthy feature of the exhibit is the manner in which Mr. Hughes has displayed other seasonable goods in front of the window without in any way interfering with the goods shown inside the window. The whips, garden hose and sprinklers do not come high enough to hide any portion of the display, nor do they encroach on the sidewalk so as to prevent passers-by from coming close to the window and examining its contents.



Paint window, shown by T. Hughes, Va ncouver, B.C.

The Fall is a Favorable Time for Painting

Fredericton Dealers Advance a Convincing Argument—Conditions Make It Possible to Do Exceptionally Good Work at This Season—Start the Paint Campaign Early.

There are many sound and convincing arguments which the dealer can use in his fall paint campaign. It is advisable, in the first place, to urge that, as a preservative, paint has no equal. It protects the woodwork from the ravages of time and the elements and, if renewed often enough, will ensure an extremely long tenure of life, no matter how adverse other conditions may be. This argument is one of the most effective that the dealer can bring to bear, particularly in the fall when the close approach of winter weather makes the question of the protection of property highly important.

A Favorable Time.

Another strong argument to advance is that the fall is a most favorable time for painting. R. Chestnut & Sons, Fredericton, N. B., advance this point in convincing manner in a recent advertisement in their local papers. The ad. occupied a large three-column space and, therefore, was quite prominently displayed. Under the heavy caption, "Why not paint this fall?"—a pointed and effective heading, by the way—they went on to say:

> In the fall, the conditions for painting are most favorable. The woodwork is thoroughly dried out, the sun is not hot to blister the paint, the flies are not as bad as in the spring, and a coat of paint will put your building in better shape to withstand winter's storms.

This concise opening argument is followed by a reference to the qualities of the paint lines carried by the firm.

This line of argument is bound to prove convincing. Conditions during the fall are undoubtedly quite favorable; more so, in fact, than during the spring and summer. It is, therefore, a good time to undertake the painting of buildings. The dealer, by impressing this fact, will considerably increase his fall paint sales. It is certain that many people have never considered the question sufficiently to see that fall conditions are unusually good and have, as a result, been deterred from doing any painting during the fall months.

Increase the Business

The fall paint trade can be improved to a remarkable degree by a consistent and determined use of the above arguments.

The season has hardly yet begun, but it is high time for the retail campaign to start. Stocks will need sorting up and replenishing after the spring and summer trade and now is the time to see to it. It is not a wise policy to leave off ordering until later in the fall.

Before ordering, the dealer should make an effort to secure an estimate of the probable demand. One of the surest methods is to find how the building operations in his district have compared with the records of other years. If an advance has been recorded, it is quite certain that the demand for paint will increase to a corresponding degree, at least. As the present year has been an active one in the building line in most sections, it follows that a good, active demand for paint is to be expected.

But even in sections where the number of new buildings is not sufficiently large to insure an increase in the paint business, the retail dealer need not despair of bettering his business. There are other sources from which to expect business and the adoption of energetic methods will bring enough trade to more than counterbalance any falling off in building operations. Old houses need repainting and the dealer who sets himself the task of reaching this trade will be surprised at the amount of business which can be obtained.

A review of the situation brings the inevitable conclusion that the present fall should be a splendid one, from the standpoint of paint sales. In planning his campaign, then, every dealer will be justified in expecting a brisk trade and in preparing accordingly.

The next step will be to properly display the stock without delay. Do not relegate paints to a back shelf, as so many dealers do at this season of the year. Keep the stock where it will be seen and drop an enquiry every time a likely customer enters. Many men, who have perhaps not given the matter any previous thought, can be brought to see the advantages of purchasing if the dealer goes to the trouble of enlightening him. Above all, get paints into the store window at regular intervals from now on.

A Catch Phrase.

During the past week a card in a certain hardware store has been attracting attention, as a result of an ingenious illusion to the impending elections.

"Do you believe in Reciprocity?" runs the headline, the letters standing out boldly so that no one can pass the store without glimpsing that phrase. Beneath is a guarded reference to the vexed political problem now before the country, ending up with the statement that "there could be no doubt of the fact that, at any rate, the country would benefit if more of ————'s paint were used on every building." The window was stocked with an attractive display of the paint in question.

Happening to pass the store the other day, the writer decided to stop for a few minutes and see how effective the device would prove in attracting attention. Four out of every five men stopped to read the card. Some showed a certain amount of interest in the display, others walked off rather sheepishly at having been "caught." But the object of the display had quite evidently been attained. The attention of a large majority of the pasers-by had been called to that line of paint.

In planning a window display, it is well to strive after ingenuity. But the most necessary thing is to have a window display of some kind. Strive to make it as good as possible, but do not neglect to make it.

KEEN COMPETITION ON NEW STEEL ORDERS.

Cleveland, O., Sept. 7.—The Iron Trade Review to-day says:—Competition for new business is very keen and the price situation this week offers little encouragement. The consuming trade continues to limit new orders to cover actual needs, due largely to price concessions being offered by the mills on certain lines of finished materials. The Carnegie Steel Co., the Cambria Steel Co. and other concerns report that mill orders in August exceeded those of July by a fair margin, orders passed for entry on mill books by the first named company exceeding those of any single month this year. The structural steel market is the most active branch of the local trade. One large independent steel company in western Pennsylvania has closed its books on structural steel for the remainder of the year, and a few other mills have all the work they can take care of for the next few months. There has also been a noticeable improvement in fabricating prices. Pipe mills have not issued a new price card, notwithstanding reports circulated last week that a new card would be issued Sept. 1. The market is not very active. Little new business in wire products is appearing and shading is more general. A similar condition exists in the markets on sheets and tin plate, although the leading interests report heavy shipments in August.

Edwin Dowsley, manager of the A. Ramsay & Son Co., has returned from an extended trip to Europe.

The ML Paint Plan Makes More Money for Paint Dealers

M-L Paint

A great assortment of shades perfectly mixed and ready for use by any buyer. Best protection, easiest applied, least troublesome for your customer. He "does a good job" and your sales get the benefit. Extra large covering capacity.

ML
ML
ML
ML
ML
ML

M-L Floorglaze

A heel-proof, water resisting floor finish that may also be used as a self-varnishing outdoor paint. Double service—double sales—double profit. The kind that we advertise so largely.

ML
ML
ML
ML
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ML

M-L Elastilite

Free flowing scratch-proof flexible varnish of high lustre—saves the troubles of ordinary varnishing. Best and easiest way to protect your customer who wants a fine job. Carry this advertised line.

WRITE FOR PRICE LISTS, SAMPLES, SHADES AND OUR DEALER PROPOSITION

Imperial Varnish & Color Co., Limited

108 PRINCESS STREET
WINNIPEG

6-24 MORSE ST., TORONTO

524 BEATTY STREET
VANCOUVER, B C.

Moore's Impervo Finishes



A line of high-grade varnishes for various purposes.

Spar Varnish for Marine Work. Elastic Floor Varnish for Floors.
Fine Rubbing Varnish for Rubbing and Polishing, etc.

Moore's Impervo Finishes are a line of high-grade Varnishes made especially to suit the requirements of the critical painter and wood finisher.

We assure the trade that in the manufacture and sale of our Impervo Varnish line we shall adhere strictly to our well-known policy of producing the very best goods and selling them at reasonable prices, eliminating all unnecessary expense in the manufacture and marketing of our products, in order that they may reach the consumer at the lowest possible price consistent with quality.

Send along for details to-day.

BENJAMIN MOORE & CO., Limited

NEW YORK

WEST TORONTO

CLEVELAND, CHICAGO

SOME OTHER LEADING LINES ARE

MOORE'S FLOOR PAINT, MURESCO, SANI-FLAT, TILE-LIKE HOUSE COLORS, MOORAMEL

Write for color cards and prices.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Sept. 8.—The fall season is beginning to make itself felt, but there is not quite the sense of activity that might be looked for. Business has not struck into that stride that is confidently looked for. Some lines are moving nicely. White lead and putty are going out briskly; stove pipe varnish, floor varnish and stains and other interior paints are in good demand, but there might be a better condition in the prepared paint department. Probably the election talk is distracting some of those who have work to do, and will not get down to earth until the 21st has passed. But in the city it is stated that the painters are not as busy as might be expected. The local demand from retailers seems to be only for immediate demand, although it is expected that the situation will soon begin to show an improvement. A representative of one house remarked recently, "That was the best August in our history," referring to the results compared with those for the same month in past years. Such a satisfactory report is welcome news, and there is no reason to believe the coming fall months will not see considerable work undertaken and completed.

Linseed Oil—There is a steady demand for oil, which is firm at former prices. There seems to be some feeling among the retail trade that prices are going to reach a lower level, at least, such is reported, but these opinions are not otherwise entertained The market has been firmer, and it seems unlikely that under the conditions existing there will be anything but firm prices. The quotations are from 99c to $1.01 for boiled, and 96c to 98c for raw.

Turpentine—Prices show a slight advance over last week's quotations, some asking 72c, while others are as high as 74c. It is not expected that any marked increase in price will occur during September, owing to the primary market conditions, but the market is slightly firmer than it has been.

White Lead—Manufacturers report good enquiry from jobbers and this department is busy. There has been no further change in prices, but white lead is firm in sympathy with lead market, which shows marked strength. It would seem that there is a general movement to put white lead on a stronger basis. Local metal authorities have mentioned this prospect and reports indicate that tentative plans are likely to materialize. All things considered, white lead is firm and shows an upward tendency. Present quotations are: For one-ton lots, $6; five-ton lots and over, $5.90; shipments less than one ton, $6.15 f.o.b. Montreal.

Putty—Putty is moving well and is likely to be even more active during the fall months. Manufacturers state that the sales have been good. Prices are unchanged, as follows: Bulk, bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

Other Lines—Floor stains and varnishes, stove pipe varnish, floor paints are moving well with the coming of housecleaning season, and the return of the stove. Prepared paints are fairly active, but the trade is not sorting up as heavily as might be expected. The fall demand has not yet reached its height, but as September grows older there is bound to be improved enquiry and a better trade reported.

TORONTO

Toronto, Sept. 8.—The local market is characterized by a brisk tone. Trade is good in all lines and there is already a tendency noted on the part of the dealers to order in good-sized bulk for the fall trade. Oils and turpentine are selling particularly well and there is also a marked improvement in the demand for ready mixed paints and varnishes.

The month of August is reported to have been unusually good in the paint line. August is almost invariably slack, but this year seems to have been an exception to the rule. One manufacturer stated to-day that there had been no slackening up whatever this year, as far as his company has been concerned, and that business is now very brisk in most lines.

The feature of the market this week has been the advance in linseed oil. In commenting on the situation last week, Hardware and Metal said: "Although no advances have been recorded, everything has tended that way, and it would not be very surprising if higher prices developed very shortly." This forecast has been verified by a sharp advance in oil this week.

Linseed Oil—An advance of 7c was made early this week and the price now stands at $1.05 for raw and $1.08 for boiled. In point of size, this increase was unexpected, and speculation is being indulged in as to the reasons. The flax crushers state that they have been compelled to make a steep advance to cover the extra cost of flax. Supplies of flax are reported to be short and the danger of war between Germany and France seems to have precipitated a heavy immediate demand from the European markets. For all of which reasons the crushers have been compelled to advance oil and the jobbers have followed suit.

The local demand for linseed oil is better than had been anticipated. Good-sized shipments are being made.

Turpentine—The local quotation on turpentine has been reduced 1c, and sales are now being made on a basis of 75c. It is rather curious that a reduction should have been made here in the face of a rising market at Savannah. The storms through the turpentine belt have delayed shipments to the primary markets and this has resulted in a temporary upward trend there.

Rosins—The effect has been felt still more noticeably in rosins, which have gone away up. Dark rosins are now selling at 30c more a barrel. While the local quotations have not yet been affected, changes will undoubtedly come later.

Putty—Business is now very brisk in putty, and heavy shipments are the order of the day. Prices remain firm. The present schedule of rates for standard putty is: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same: Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead—While nothing has developed yet with reference to white lead, it seems inevitable that an advance will come shortly. The increased cost of pig lead has affected conditions very noticeably, and the price of the finished article remains firm, with indications of an early advance. There is a strong demand for white lead at the present time.

Prepared Paints—The dullness noted last week is not now nearly so pronounced and it appears that the fall activity is beginning to set in. Manufacturers and jobbers report that large orders, some for immediate shipment, are now being placed. The same holds good with reference to varnishes and japans. Sorting-up trade is heavy in all these lines.

Specialties—The demand for all specialties and painters' supplies is heavy. Large orders are being placed for kalsomine, boat pitch, pumice stone, sponges, brushes, cement, etc.

Glass—The fall trade is now on with a rush. Shipments are heavy, and, in addition to the many orders received for immediate shipment, advise orders are being placed in large numbers.

Petroleum—The demand is heavier than for some time past. No price changes are noted, the present schedule standing: Sarnia prime white, 11½c; American water white, family safety, 13c; Pratt's Astral, 14½c.

Brandram's B. B. Genuine White Lead

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged.

It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.

Anchor Decorators' Pure White Lead

The base of which is made by the Old Dutch Process.

It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch Process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD, WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb....	8 25	8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 40c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ¼ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		24 00
Copper sheet, planished, 14x60, base		31 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 25	2 26
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 85	3 75
Imported pig, per 100 lb	3 85	3 95
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 27½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	8 50	7 50
Part casks	9 00	8 00

SPELTER.

Foreign, per 100 lb	7 25	6 50

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 00 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. } 7 00
" 14x60, " }
" 14x65, "

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80. All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized		2 85
Plain		2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 08
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90

Do not fail to call at our Exhibit at the Canadian National Exhibition, Toronto, and see our varied display of

BOECKH'S

"Steel Grip" Painters' Brushes
Household Brushes
Factory Brushes
Stable Brushes and
Carpet Brooms,
Woodenware, Etc.

The latest designs in all kinds of Brushes will be shown—among them lines that will interest you.

WATCH FOR THE SIGN with this Trade Mark.

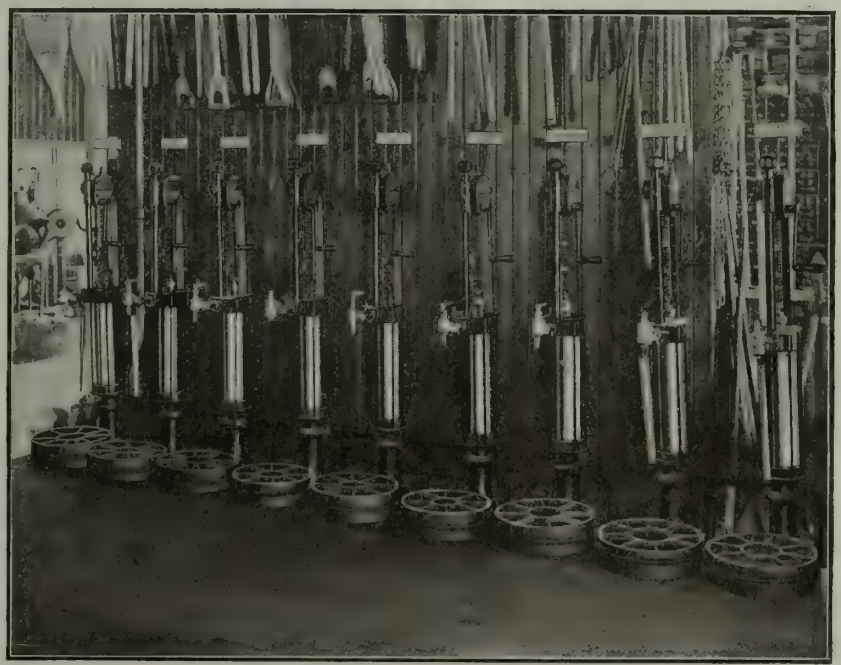
NOTE THE LOCATION.—South aisle of the Process Building, almost opposite the South Entrance.

THE BOECKH BROS. COMPANY, LTD.
TORONTO, CANADA

This cut was reproduced from a photograph of a Bowser System installed for

Manville
Hardware Co.,
Prince Albert,
Sask.

Ask the Bowser users.



This system handles

Raw Linseed
Boiled Linseed
Turpentine
Gas Engine Oil
Cylinder Oil
Floor Oil
Machine No. 1
Machine No. 2
Coal Oil

with profit to the owner.

The Way to Get More Profit on Paint Oils.

Look at the barrels, faucets, measures, funnels and floors if you want to see where a goodly share of your oil profit goes to. You can save every cen of this loss by using a Bowser System. It measures the oil directly into the customer's can. **No Measures nor Funnels.**

You can buy one pump and tank or a dozen. Just suit your own needs. You can try out only one at first. The price is reasonable. They protect you from fire and save their cost. Ask for FREE book No. 1 N.

S. F. BOWSER & CO., LTD., 66-68 Fraser Ave., TORONTO

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U.S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 71	0 76
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil, " raw	0 97	1 01
" " boiled	1 01	1 05
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		1 50
Elastic Oak		2 00
Furniture, polishing		1 20
Furniture, extra		0 95
" No. 1		0 90
" union		1 35
Light oil finish		2 00
Gold size japan		1 60
Turps brown japan		1 10
No. 1 brown japan		1 35
Baking black japan		0 95
No. 1 black japan		0 75
Benzine black japan		2 50
Crystal Damar		2 25
No. 1 "		1 40
Pure asphaltum		1 50
Oilcloth		0 85
Lightning dryer		2 25
Elastilite varnish		2 25
Granitine floor finish		2 50
Sherwin-Williams' kopal varnish		2 25
Canada Paint Co's sun varnish		2 40
" Kyanize " Interior Finish		1 80
" Flint-Lac," coach		2 50
B.H. Co's " Gold Medal," in cases		3 00
Flattine floor finish		4 25
Elastica exterior finish		8 00
Stovepipe varnish, ½ pints, per gross		1 75
Pure white shellac varnish, in barrels		1 70
Pure orange " " "		1 25
No. 1 orange " " "		

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 15	6 15
Tiger Pure	6 15	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 40	7 40
" Anchor," pure	6 15	6 15
Ramsay's Pure Lead	6 15	6 15
Ramsay's Exterior	5 80	6 15
C.P. Co.'s Decorators' Pure	6 15	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 30	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per b	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	3 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts				3 30
3 "	"	"		4 00
4 "	"	"		5 28
5 "	"	"		7 26
6 "	"	"		8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths				2 90
10 "	"	"		3 15
12 "	"	"		3 68
15 "	"	"		5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¼-inch	per gross	9 00
" " ⅜ "	"	10 00
" " ½ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1½ "	"	5 20
Web		3 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net		7 25
" "	5-in.	"	7 00
" "	6-in.	"	6 75
" "	8-in.	"	6 50
" "	10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 n	per 100 lb.	4 00
over 12 in	"	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co. "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO NEVER LEAK ROOFING

Guaranteed Until 1921

Every roll of Congo two and three ply roofing carries with it a genuine Insurance Bond from the National Surety Company guaranteeing that it will last *ten years.*

That guarantee Bond means that every Congo roof laid this year must give absolute protection *until 1921.*

This is real Roof Insurance

We are the *only* manufacturer who has confidence enough in his goods to back up his guarantee with a *real* Surety Bond.

Write to-day for samples of Congo, copy of the Bond and further information.

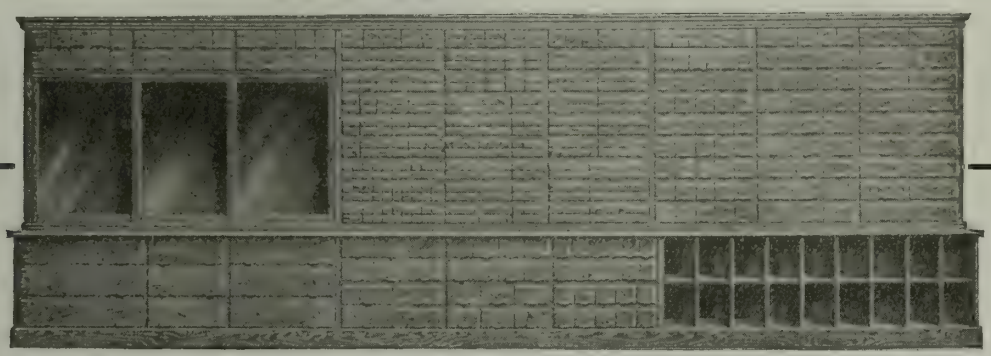
We want you to know just what we are offering, and when you once know, you will see it is the best on the market.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.



Fac Simile of 10 Year Bond



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

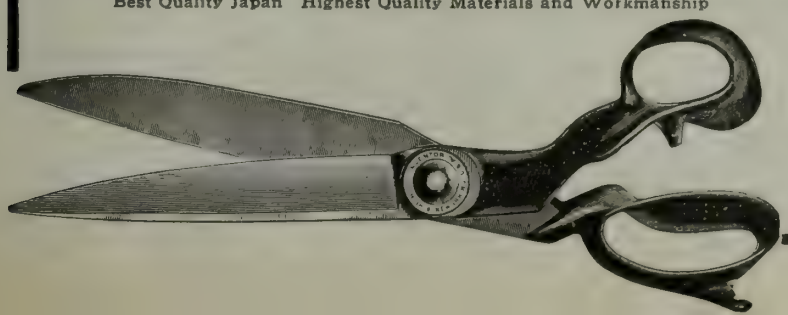
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

HEINISCH TAILOR SHEARS

Perfectly Finished—Correctly Tempered—Keen Cutting Edge

Best Quality Japan Highest Quality Materials and Workmanship



ALL JOBBERS STOCK THEM

:: :: We also make :: ::

SCISSORS, TRIMMERS, TINNER SNIPS

The Best that can be Made

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 85	2 00
		0 60

Kitchen hooks, bright
Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 15 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75

Clauss Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95

Cotton clothes line, 27½ off.

Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japs, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita.....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe.....per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in		0 70
" " " 34 in		1 00
" " " 36 in		1 25
" " neckyokes, 36 in		1 05
" " doubletrees, 40 in		0 95
" " lumbermens, 44 in		1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

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WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Canada Paint Co., Montreal
Dougall Varnish Co. Montreal
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin Williams Co Montreal.
Standard Paint Co., Montreal
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Pig Iron
Steel Co of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Pumps
Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont
F. E. Myers & Bro., Ashland, Ohio

Putty
Steel Co. of Canada, Limited, Hamilton

R.R. Angle Bars
Steel Co. of Canada, Limited, Hamilton

R.R. Axles
Steel Co. of Canada, Limited, Hamilton

Razors
Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers
Canadian Ferrosteel Co., Bridgeburg, Can
Canadian Heating & Ventilating Co Owen Sound

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co, Philadelphia
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co. Toronto
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rope
Consumers Cordage Co., Montreal
Independent Cordage Co., Toronto

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts
Steel Co. of Canada, Limited, Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware
McKlashan Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Standard Silver Co., Toronto
Toronto Silver Plate Co., Ltd., Toronto

Spikes, Railway, Ship or Pressed
Steel Co. of Canada, Limited, Hamilton

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E T. Wright & Co., Hamilton

Springs
B. Greening Wire Co., Ltd., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg,

Steel Rails
Nova Scotia Steel & Coal Co., New Glasgow N.S.

Stencils
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Store Ladders
F. E. Myers & Bro., Ashland, Ohio

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Canadian Heating & Ventilating Co., Owen Sound
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal.
Enterprise Foundry Co., Sackville
Gurney-Foundry Co., Toronto.
McClary's London, Ont.
Moffatt Stove Co., Weston
Pease Foundry Co., Toronto.
Supreme Heating Co., Welland
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock

Stove and Furnace Cement
G. F. Sterne & Sons, Brantford

Tacks
The Steel Co. of Canada, Ltd., Hamilton

Tapes
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tie Plates
Steel Co. of Canada, Limited, Hamilton

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Timber Jacks
Trewhella Bros., Birmingham, Eng.

Tin Plate
A. C. Leslie & Co., Montreal

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal

Ventilators
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Vises
Hollands Mfg. Co., Erie Pa.
Chas Parker Co., Meriden, Conn.
Prentiss Vise Co , New York

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.
J H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd Hamilton, Ont.
D Maxwell & Son, St. Mary's, Ont

Wagons—Children's
Woodstock Wagon Co., Woodstock

Wash Boards and Tubs
Wm. Cane & Sons Co., Newmarket

Washers
Steel Co. of Canada, Limited, Hamilton

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co. Montreal
Wm. Stairs Son & Morrow, Halifax

Wire—Iron, Steel, Brass and Copper
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton
The Schultz Mfg. Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire Goods Mfg. Co., Hamilton
Wire Goods Co. of Canada, Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
B. Greening Wire Co., Hamilton
Jas. Steele Limited, Guelph, Ont

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines

The World's largest manufacturers of Pure Lamp Blacks

stand behind every pound of lamp black sold under the Bear Trade-mark shown on the accompanying illustration of label.

Less than nine years ago, this firm, *as a firm*, did not exist, although the men composing it have been many years in the lamp black trade.

Since that time we have been able to secure two-thirds of the entire lamp black business of North America.

Consistent good quality did it!



A recent addition to our plant, made necessary by the increasing confidence of the trade, makes our factory the largest of its kind in the world.

We manufacture all the Standard Grades of pure Lamp Black. Our product is sold by all reliable wholesale houses.

Wilckes Martin Wilckes Company

NEW YORK, N. Y. - U. S. A.

HOBBS

We have forged a Five-link HOBBS Chain binding Four Branches with our European GLASS Purchasing Centre, Antwerp.

MONTREAL TORONTO ANTWERP LONDON WINNIPEG

GLASS

Our four branches carry large and complete stocks of GLASS of every description for building purposes.

WRITE US AT ONCE.

The Hobbs Manufacturing Company, Limited

LONDON TORONTO WINNIPEG MONTREAL

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

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HOLDER OF BOX 580, send street address and we will forward replies. HARDWARE AND METAL, Toronto.

BUSINESS CHANCES

FOR SALE—Small stock shelf hardware, shovels, etc. Also Robertson's paints, counter and shelving. Good discount. 613 King Street West; Phone Adelaide 1167. (36)

FOR SALE—An established Tinsmith's business in the centre of a well settled agricultural district in Saskatchewan. No opposition. Splendid chance for first class man. Will make terms to suit purchaser. Apply Box 586, HARDWARE & METAL, Toronto. (38)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

FOR SALE — First-class and up-to-date hardware business, in fast growing town of twelve to fourteen hundred. Stock six to seven thousand, mostly new. Extensive glass manufacturing plant, also brick plant producing 40,000 per day. First-class farming country. General stores only opposition. Special rate for cash. Will accept half cash on stock and buildings. This proposition is well worth investigating. Apply to Box 348, Beausejour, Man. (39)

SPLENDID opening for hardware and furniture business in flourishing town in Sask. For full particulars write John Pratt, 144 Mavety St., West Toronto. (36)

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ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement;" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

SITUATIONS VACANT

HARDWARE SALESMAN with 3 or 4 years' experience. For a young man with good habits this presents a splendid opportunity for advancement. State age, size, wages expected, and when could come. Also 3 all-round tinsmiths, who can do some plumbing. State same particulars. Taylor Bros. Ltd., Carleton Place, Ont. (36)

HARDWARE CLERK

WANTED—Hardware clerk, young man between 22 and 28 years. Must be good salesman and window dresser and know how to make a store look attractive. References required. State if can speak French or German and experience have had. First-class man can demand big salary. VERNON HARDWARE CO., LIMITED, Vernon, B.C. (37)

WANTED — Immediately, hardware clerk with knowledge of tinsmithing. Steady employment to right man. D. M. LEYDEN, Granum, Alta. (35)

WANTED—Reliable salesman calling on the hardware trade in Manitoba and Saskatchewan to handle a couple of hardware specialties on commission. Write Box 587, HARDWARE AND METAL, Toronto. (36)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

SITUATION WANTED

PRACTICAL HARDWAREMAN, having Western experience, desires position as manager or buyer. Familiar with book-keeping. Address Box 588, HARDWARE AND METAL, Toronto. (38)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto. (24tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

IT'S GRATIFYING

-IT SURE IS-



The story the cash book tells makes the paint dealer's sky look rosy or a dark deep blue — according to the profit it shows. It is certainly gratifying to look over your books and see that business is growing year after year — to see the names of the same customers season after season. It's a sure sign of satisfaction.

You can have that gratification if you sell

Martin-Senour Paint

100% Pure

"The Kind that Makes Business Better"

Don't lose the lesson the books tell, nor miss the moral the lesson points — *the paint that gets the profit for you is the paint that draws the patronage of the particular patron — the patron who will come back stronger next year.*

Write us today for our proven plan to pull that kind of patronage.

THE MARTIN-SENOUR CO., Limited

Montreal PIONEERS OF PURE PAINT **Chicago**

Comparisons are Odious

So runs the old saying, but as far as we are concerned we don't agree with the writer.

We are willing to compare

DOUGALL VARNISHES

with any other, for we know that they have been tried and tested and will continue to show their superiority.

The public are demanding Dougall Varnishes. Are you in a position to take a share of the business?

Investigate our proposition---It's a good one.

OUR BOOKLET ON VARNISHES WILL BE SENT YOU IF YOU LET US HAVE YOUR NAME AND ADDRESS. WRITE TO-DAY—IT'S WORTH WHILE

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Company, Limited

J. S. N. DOUGALL, President

MONTREAL - - - CANADA

Associated with Murphy Varnish Co., U.S.A.

What We Do To Help The Dealer!

Successful merchandising is accomplished by observing three essentials:---

1. **The Perfecting of the Product**
2. **Efficient Distribution Methods**
3. **Effective Consumer Publicity**

MINERVA PAINTS

are as good as materials, skill and 76 years' paint-making experience can make them.

"Minerva" Paints are Canadian made, and we have a perfect organization to insure prompt delivery.

"Minerva" Paints are half sold for you by means of our forceful consumer advertising (see sample ads. on border.)

We stand back of every can with our unqualified guarantee, we make delivery prompt and certain, and we are continually creating a new demand for "Minerva" Brand by our newspaper advertising and attractive store and window cards.

Is not this a line to feature with profit?

WRITE FOR OUR SELLING PLAN AND FULL PARTICULARS, OR ASK OUR REPRESENTATIVE TO CALL

PINCHIN, JOHNSON & CO. (Canada), Ltd.
377-387 CARLAW AVENUE, TORONTO

THE JOHN STEVENS CO., Limited

Wholesale Plumbers' Supplies

WINNIPEG

WE CARRY A COMPLETE STOCK OF

Steampipe, Fittings and Brass Goods

All orders receive prompt and satisfactory attention.

Write now for FREE copies of Blue Prints for septic tanks.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Secure Agency for your District

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon

327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto

The Goodwill of the Women Folk

is one of the most valuable assets, and they will become the good friends of your store, if you recommend and sell

LACQUERET

The Brightener of the Home

Lacqueret acts like magic in beautifying and preserving old furniture, dingy wood-work and marred and dirt-stained floors.

There is an urgent need for "Lacqueret" in every room of every home.

We have a booklet for distribution "The Dainty Decorator" which tells of the numerous uses to which "Lacqueret" can be put. Have you a supply of "Dainty Decorators"? They are real business bringers.

Sold in full imperial measure cans only.

INTERNATIONAL VARNISH CO. LIMITED

CANADIAN FACTORY OF STANDARD VARNISH WORKS

TORONTO - - WINNIPEG

F-83

Superiority and increased strength of

Cochran Pipe Wrench

Instantly recognized by all practical men.

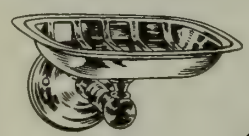


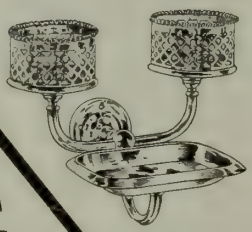
Longer life, no failures, and less cost for repairs—stand for economy.

Results for which all railroads and large users of pipe wrenches are striving.

Cochran Pipe Wrench Mfg. Co., Chicago

Canadian Branch: 70 George St., Ottawa





WE HAVE A LINE OF BATHROOM FITTINGS

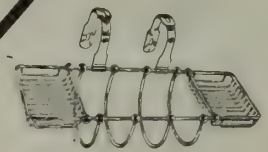
that are unexcelled for quality and service

TORONTO Gendron CANADA

Write for catalog and price list—they are free on request.

The Gendron Mfg. Co.
Limited
DUCHESS STREET
TORONTO, ONT.





Rogers & Bros.'
Famous Plateware

THE VERONA



Sectional Plate
Heavy Weight
Guaranteed Quality

The delicacy and accuracy with which the finest details of this pattern are executed, the wearing quality assured by the simple and yet elegant design, combined with the reputation of the "Star Rogers" Brand have made

THE VERONA

one of THE QUICKEST SELLERS on the market.

TO HANDLE IT MEANS
TO PROFIT BY IT.

Write for illustrated Price List.

STANDARD SILVER CO., Limited

33-41 Hayter St. :: TORONTO

MANUFACTURERS OF

SILVERWARE THAT SELLS



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

KITCHEN SET.

Shows value three times its cost.

AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865

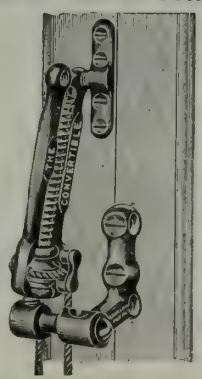
JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER



Simple

Effective

Compact

1796 IRON

⅜ screw 4/-
½ " 6/6

1795 BRASS

⅜ screw 5/6
½ " 8/6

1797 GUN METAL

⅜ screw 6/6
½ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

Leeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE

From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

Roofers' Supplies

220 KING STREET WEST

TORONTO

AGENTS WANTED.





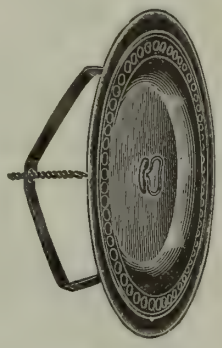
Good Profits for Dealers

The up-to-date housekeeper demands the most reliable, durable and serviceable goods.

Our goods are all trade-winners and the best goods of their kind that skill and experience can produce.

Our illustrated Catalogue and net price list are yours for the asking.

WRITE TO-DAY.



Andrews Wire Works of Canada, Ltd.

WATFORD, ONT. ROCKFORD, ILL.

Industrial Products Blue Book —Buyers' Guide

Mr. Hardware Merchant—

SOME OF YOU

Have been regular subscribers to this book for 18 years.

SOME OF YOU

Have bought it as soon as off the press at Five Dollars per Copy.

OTHERS OF YOU

Have bought it a year after publication at a reduced price.

BUT NONE OF YOU

Ever bought a copy at less than Five Dollars within one year after it was bound up.

NOW YOU

CAN GET IT THIS MONTH, fresh from the press, at 4 off. Net - - - - - ***$3.00***

DELIVERED EXPRESS CHARGES PREPAID

P.S.—Cloth Bound, 576 pages. 176 pages of Cross Indexed Articles, being 170 more such pages than any other publication in Canada.

Manufacturers' Products List Co.

MONTREAL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

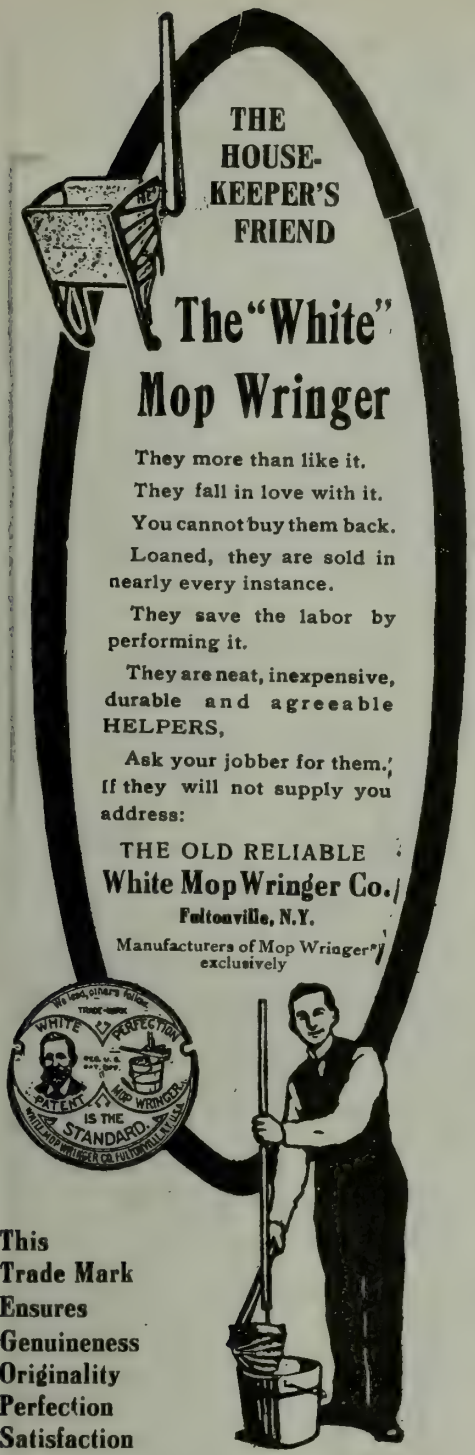
LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

NEW ERA PAINT
IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR, : : : : ONTARIO

SEYMOUR SHEARS

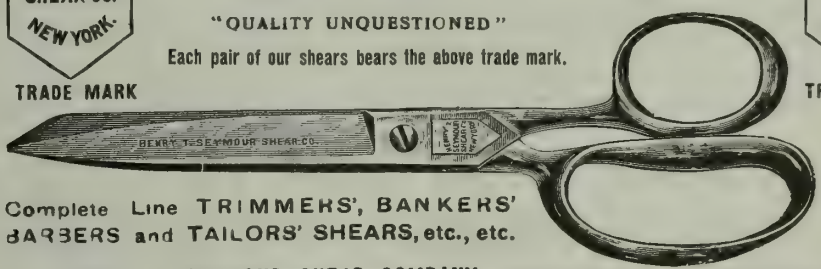
HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

Have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Age

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

WIRE BALE TIES

For Baling Hay, our Wire, made, **all the time**, from the finest quality Bessemer Rods, will give the most complete satisfaction. It will be found at least 10 per cent. stronger than any other Baling Wire on the market. Better send along an order. There is real satisfaction and profit in handling this well-known line. Get our prices.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario
GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

Other Specialties we make are
Annealed Wire
specially soft and pliable.
WIRE NAILS
Perfect heads and points. Full weight.

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

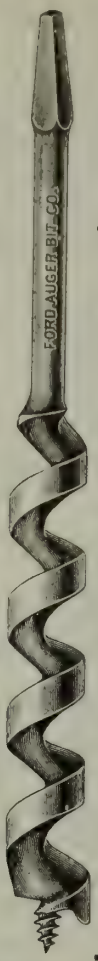
F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL



All Bits may look alike to you

but there's as much difference between the FORD and ordinary bits as there between Black and White.

It is unquestionably the finest Bit ever made. No other bit CAN bore as rapid, no other Bit DOES bore as smooth and no other bit has the "accurate to the fraction of an inch" clean cutting qualities the FORD possesses.

FORD BITS will bore straight through the hardest knots

without turning off the least. The FORD Patented Concave Twist is a marvel. As it works it throws all borings to the centre, thus insuring a free, easy action from the moment the screw point starts until it bores out.

Enthusiastic Ford Users have termed it "The Twist that saves the wrist" and once you try a Ford you'll agree that it does save many a twist, bores as easy again and leaves a smoother hole than any bit you ever used.

Progressive dealers everywhere sell this money-saving, labor-saving bit. Insist upon the FORD—each one fully guaranteed.

Write for our free Catalog G---and descriptive circulars.

Ford Auger Bit Company
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

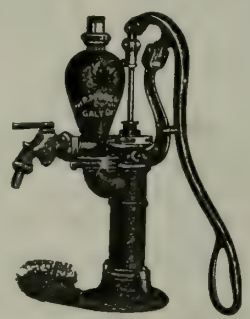
WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

THE R. McDOUGALL CO., Limited
GALT, CANADA



A CONVENIENT
LADDER
FOR APPLE PICKING

It is strong and serviceable and is made from clean, kiln-dried, short leaf yellow pine, and equipped with the "Faultless Lock."

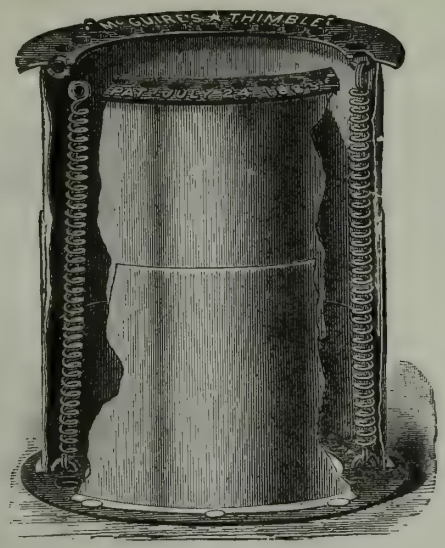
A bolt under each step and a galvanized steel plate on the ends of every bolt clamped tightly to the sides, eliminate all chance of spreading.

Made 4 to 10 ft. high, and extra heavy 10 to 16 ft.

This is positively the most reliable ladder that you can stock, and it brings you good profits.

Write for Catalogue "B"

The Stratford Mfg. Co., Limited
STRATFORD - CANADA



Stove Pipe Thimbles

Japanned Ends---Coppered Wire Springs.

6 and 7 inch.

For Floor or Wall. No trouble to put in.

Packed as required.

No. 30	6 inch,	4 to 8	inch	extension for	wall
No. 40	6 "	7 to 14	"	" "	floor
No. 50	7 "	4 to 8	"	" "	wall
No. 60	7 "	7 to 14	"	" "	floor

MANUFACTURED BY

E. T. WRIGHT & CO., - HAMILTON, CANADA

(H. G. Wright)

Winnipeg distributing agents—Merrick-Anderson Co., Winnipeg, Man.
Vancouver distributing agents—Macpherson & Teetzel, Vancouver, B.C.
Toronto agent—F. B. Wilson, 33 Maitland St., Toronto, Ont.
Winnipeg agents—W. Reynolds & Co., Winnipeg, Man.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

The "BAYARD" Baby Automatic Pistol, Calibre .32 ($7.65^{m}/_{m}$)

The Little Giant---A Midget High Power Automatic

The .32 cal. (7.65 mm) "BAYARD" Pistol has been designed to meet the demand for a POCKET pistol COMBINING EASINESS OF MANIPULATION AND SIMPLICITY OF CONSTRUCTION WITH MAXIMUM EFFICIENCY.

Its size is that of a .25 cal. pistol, although it shoots THE POWERFUL .32 CAL. CARTRIDGE.

The "BAYARD" pistol possesses consequently THE ADVANTAGE of having a size REDUCED TO THAT OF THE .25 CAL. PISTOLS and a CAL.



OF .32, GENERALLY CONSIDERED EFFECTIVE and heretofore found only in pistols of greater bulk. These features make the "BAYARD PISTOL" the IDEAL POCKET ARM.



"BAYARD" AMMUNITION

The .32 cal. (7.65 mm) "BAYARD" Cartridges adapted to Automatic Pistols of this calibre have no equal on the market as to quality, regularity of charges, penetration, etc. We are specialists in the manufacturing of this class of ammunition and guarantee against misfire, hangfire, etc.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

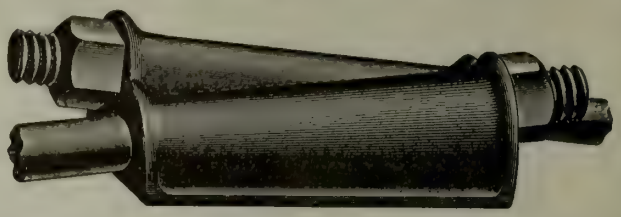
ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

TANK LUGS



For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from ⅜ to 1½ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited, OTTERVILLE ONTARIO

Convenient—Profitable



HEAVY STEEL HOG TROUGH

This high-grade galvanized steel trough is made from selected metal, and is absolutely rivetless. It is unexcelled in quality and u ick-selling ability by any other trough manufactured.

Write for full details and prices.

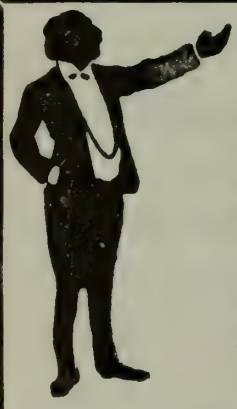
ERIE IRON WORKS, Ltd., ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL *HALIFAX* *OTTAWA*
HEAD OFFICES *TORONTO* *CANADA*
WINNIPEG *VANCOUVER* *ROSSLAND*



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

ALL CHANCE!



From the old-fashioned polishes and use

POLIVIT

The Lightning Silver Cleaner

No more wasted hours rubbing away with troublesome powders, pastes and brushes. Place Polivit in water with washing Soda, and the dirt flies from the silver to Polivit.

Write for pamphlets and prices

A. A. SHUTE,
FREDERICTON, N.B.
Sole agent for Canada
Be sure and stock Polivit

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

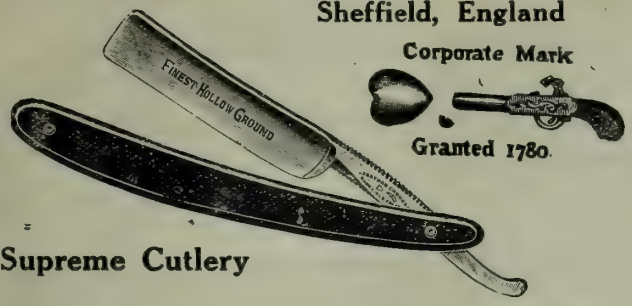
THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

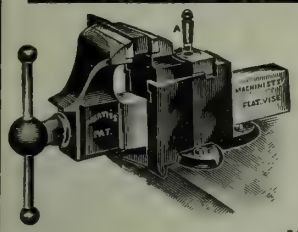
BRASS ROD

Prompt delivery from stock

Tallman Brass & Metal Co.

HAMILTON, ONT.

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada; A. Macfarlane & Co., Coristine Bldg., Montreal
Sole Agents for Great Britain; Chas. Neat & Co., 112 Queen Victoria St., London, E.C.

ENGLISH GLUES

Over fifty years' experience in the manufacture of

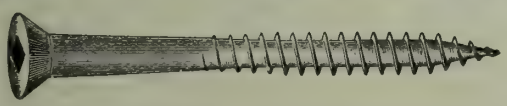
Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application. Supplied through Merchants, Jobbers, etc, only.

THE GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs. England

WOOD SCREWS



The 20th Century

Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.

Send us an order and give them a trial.

RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

WALL PLASTER

PLASTER BOARD—THE COMBINATION GOOD RESULT LATH.

"Empire" Woodfibre Plaster, "Empire" Cement Wall Plaster. "Empire" Finish Plaster, Gold Dust Finish Plaster, Trowel Plaster of Paris and other Gypsum Products.

Shall we send you plaster literature?

Manitoba Gypsum Co., Limited

WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade

REGISTERED TRADE MARK

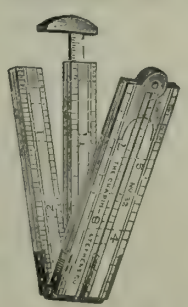


GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL





Manufacturers of Rules, Levels, Planes, Gauges, Hand Screws, Etc.



THE CHAPIN-STEPHENS CO.

UNION FACTORY

PINE MEADOW, CONN., U.S.A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 2633 P. O. Box 267

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GREY IRON
CHAPLETS
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

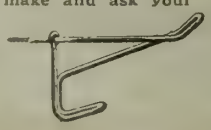
CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N. H., U.S.A.
Wiebusch & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

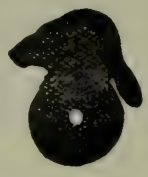
COAT HOOKS.

"When you want Wire Hat & Coat Hooks think of Gold Coin make and ask your Jobber.

JAMES & REID,
Sole Manufacturers
Perth, Ont.



EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

FILTERS.

GALVO FILTER & STERILIZER
kills all disease germs by Electricity. Plain or Screw
Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"
FILTERS
"ANTI-SPLASH"
FILTERS Plain or Screw
Faucets 25c. Write for discts.
Anti Splash Filter Co
Owen Sound Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
Eastern Repre.—J. S. Mullen, 1749 Park Ave., Montreal, Que.
Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.



HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

LAMP BLACK.

L. MARTIN COMPANY
The world's largest manufacturers of
Lampblacks
62 years' reputation behind every package.
See our quarter-page advertisement appearing every alternate issue of "Hardware & Metal."
New York Philadelphia Cincinnati London, Eng.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

JAS. BISSET & CO.
MANUFACTURERS' AGENTS
260 St. Paul St., QUEBEC, QUE.
Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

The Hilborn Co., Ayr, Ontario.

TRUCKS.

Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc,

Write for Illustrated Catalogue.

CORBETT FOUNDRY & MACHINE CO.

OWEN SOUND :: ONTARIO

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,

Ayr, Ont. Winnipeg, Man.

MOP-STICKS

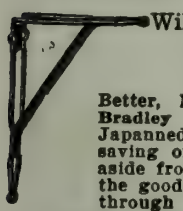
OF DURABILITY
are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.
No. 10 Combination Brush

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS. - Toronto, Ontario

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the Bradley Steel Bracket. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

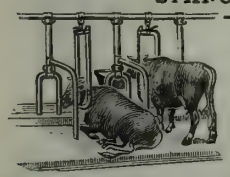
ATLAS MFG. CO., NEW HAVEN

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

STANCHIONS



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of eing made of high carbon U Bar steel and no oints and rivets to wear loose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

TIMBER JACKS.

TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful reliable, expeditious. A necessary tool for every farmer.

TREWHELLA BROS

9 Alma Street, Smethwick, Birmingham, Eng., and Trentham Victoria, Aust.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

TOOL HOLDERS.



OUR OFF-SET
TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.

Write for Catalog.

ARMSTRONG BROS. TOOL CO.

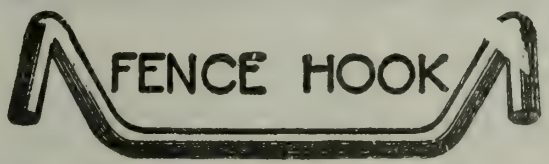
106 N. Francisco Ave.

CHICAGO U. S. A.



Right Hand

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

NICKEL PLATING

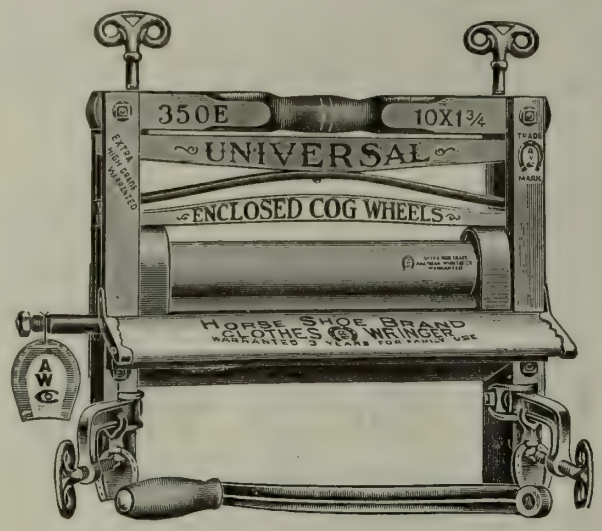
THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

Coppersmiths and Brass Founders, :: :: :: TORONTO, ONT.

Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

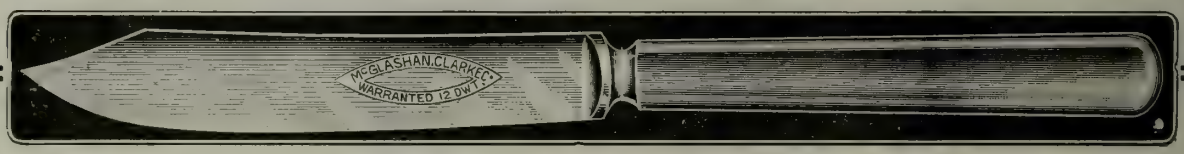
Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

The American Wringer Co., New York



The "FRUIT KNIFE" of Quality

This Handsome Fruit Knife is made in 3 grades—12, 6 and 2 dwt.—and is put up in an elegant white satin-lined box. Better send for our descriptive catalogue and prices.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal; N. F. GUNDY, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.

BUTTERMAKERS DEMAND

THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests. As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.



David Maxwell & Sons, St. Mary's, Ont.

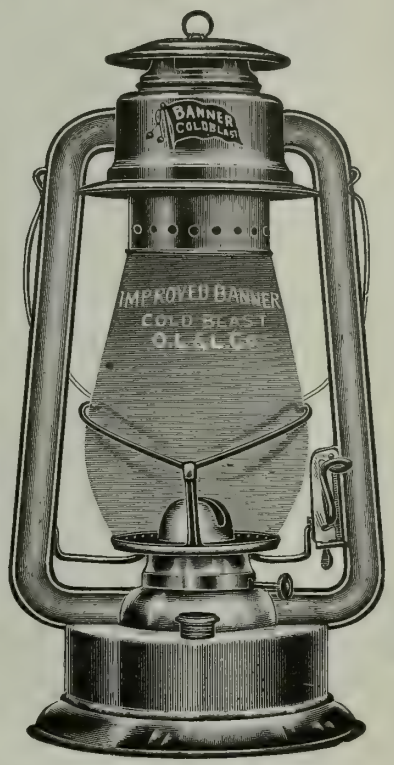
"BANNER COLD BLAST LANTERNS"

We Recommend the "BANNER"

BECAUSE

It will last longer,
Has Patent Automatic Lift Lock,
Has Patent double-seamed Oil Well,
Burns fifteen hours longer than others,
Has Solid Non-corroding Brass Burner,
and
Costs you no more than inferior lanterns.

Good Talking Points, Eh?



FOR SALE BY ALL JOBBERS

ONTARIO LANTERN & LAMP CO., LIMITED

HAMILTON - ONTARIO

A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

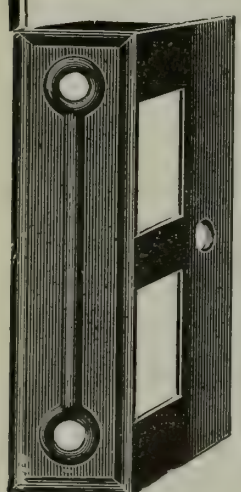
M. & L. Samuel, Benjamin & Co.

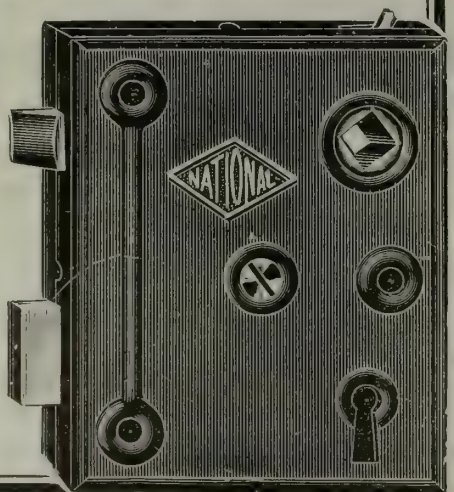
Corner King Street and Spadina Avenue
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"National" Steel Rim LOCK

STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made and is the lock which perfectly satisfies modern requirements.





Write us for particulars and prices.

NATIONAL HARDWARE CO., Limited
ORILLIA, ONT., CANADA

A RESTAURANT NEEDS

An Attractive Urn



OUR RESTAURANT URNS are very attractive, convenient and up-to-date.

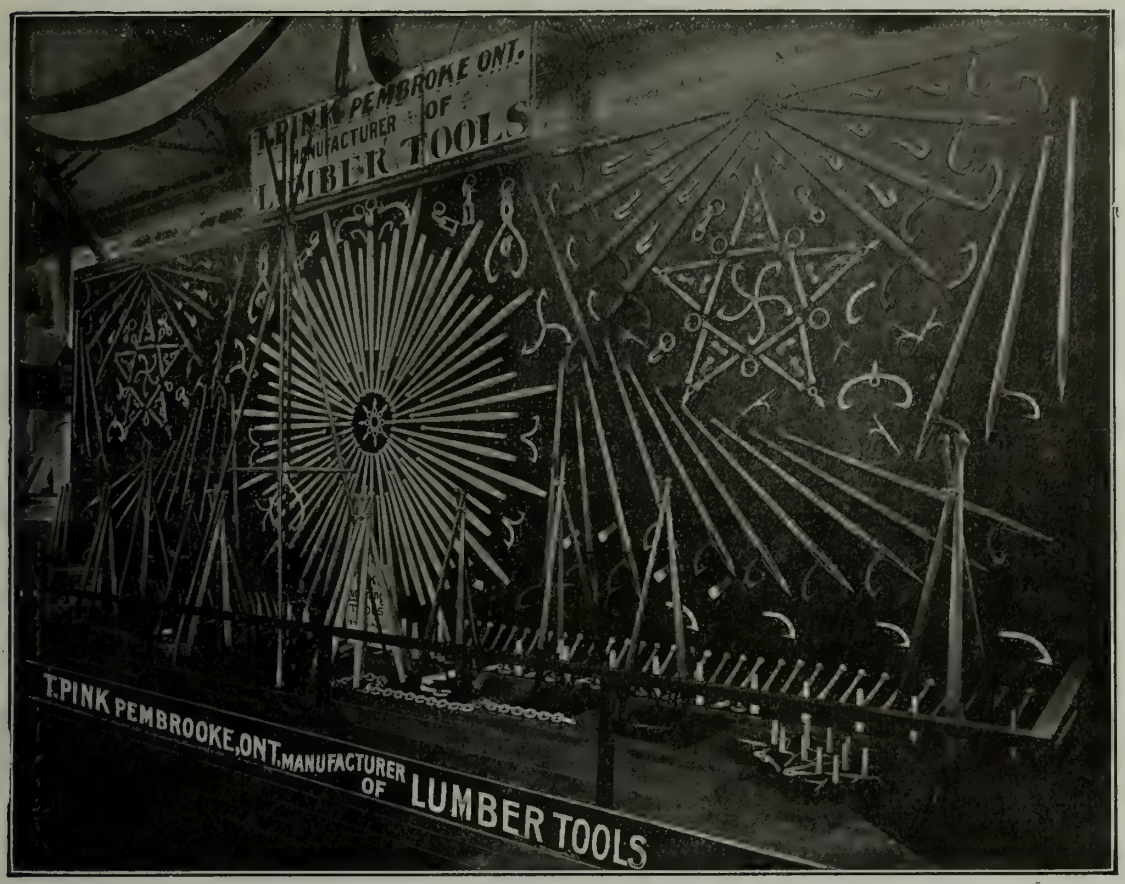
We are constantly receiving orders direct from high-class Hotels, Cafes, and Restaurants. Scores of the repeat orders which we have on hand prove the reliability and efficiency of our High Grade Urns.

Be wide awake and keep them in stock. They are not expensive—you will have a reasonable profit and a quick seller. Satisfied customers will increase your business.

Write at once for full information.

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co.,
28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

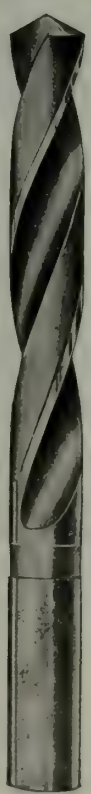
The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable Send for catalogue and price list.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



FROM THE STANDPOINT OF ECONOMY

There are no Twist Drills on the Market to-day that equal the

"W & B DIAMOND"

because they will give Greater Service with Less Grinding than any others.

Made from selected Carbon Steel as well as Vanadium High Speed Steel and in all sizes and patterns.

Guaranteed to be absolutely accurate and of highest quality.

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TOOLS OF QUALITY BEAR THESE MARKS

Trade W&B Mark

The "W & B" Trade Mark is a guarantee of Quality and its adoption will give quality to your products.

Consult with your jobber or write us and ask for Catalogue 74 E.

THE WHITMAN & BARNES MANUFACTURING CO.

ESTABLISHED 1854

ST. CATHARINES, : : : : ONTARIO

Complete Stocks Carried in Montreal and Winnipeg



ATKINS



Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

No. 190

E. C. ATKINS & CO., Inc.

MAKERS OF STERLING SAWS

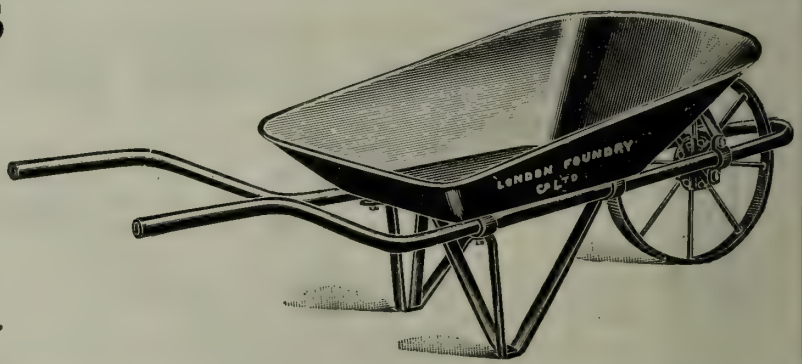
Hamilton, Ont.

U.S. Factory, Indianapolis, Ind.

WHEEL BARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



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THE LONDON FOUNDRY CO., LTD.

London - Canada

Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

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Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

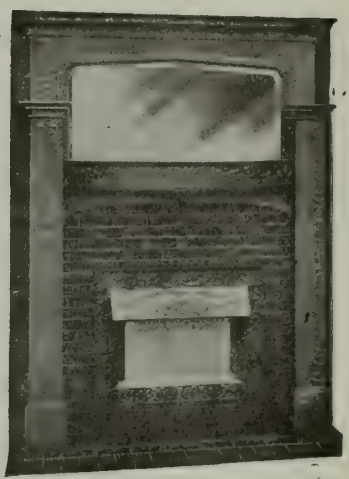
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

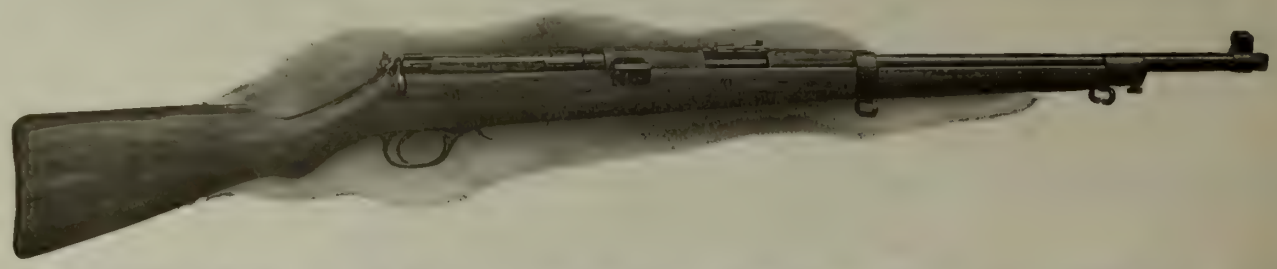
Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



Increased Sales of "Ross" Rifles Will Follow the Wonderful Successes of Canadian Marksmen at Bisley

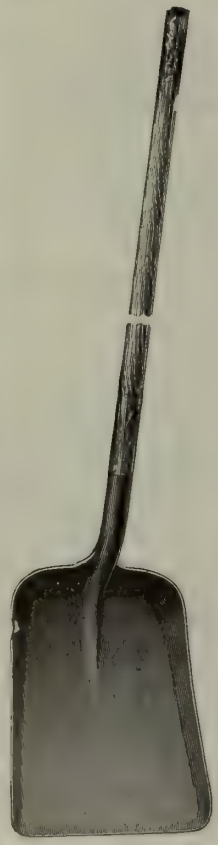
(*Canadian Associated Press*)

Bisley, Eng., July 22.—The greatest feat ever performed in the history of rifle shooting at Wimbledon, or Bisley, was that performed by Private Clifford, of the 10th Royal Grenadiers, Toronto, this afternoon. On Wednesday last the Canadian marksman won the second most valuable prize of the meeting, the Prince of Wales £100. To-day he added to it the blue ribbon of the meeting, the King's Prize of £250. Never before have these two rich prizes fallen to the same man.

The Bronze Medal awarded the leader at the end of the first stage was won this year by Corporal Trainor, of Toronto. Both marksmen used the Ross Rifle.

Dealers everywhere will see the wisdom of being prepared for increased and increasing sales.

THE ROSS RIFLE CO., Quebec, P.Q.



THE RIGHT LINE

TRADE MARK

Registered

CAN it be that your next door neighbour is reaping a larger profit on his shovel sales? Can it be that you are buying wrong?

¶ Let us put you on to the "right line" at the "right price"--the "BARGAIN LINE."

¶ We manufacture every class of shovel, spade or scoop known to the trade, and have developed what we believe is a perfect Snow or General Purpose Shovel. Quality, stability, appearance—all are there.

¶ May we convince you?

The Lundy Shovel and Tool Company, Limited

General Offices and Factory, PETERBOROUGH, and at

MONTREAL WINNIPEG JOHANNESBURG, S.A.

2 & 3-ply
Ready Roofing
"Black Diamond" Tarred Felt
"Joliette" & "Cyclone"
Sheathing

THIS line of weather-resisting products cannot be excelled in quality by any other line on the market.

It is guaranteed to be made of the finest quality materials, to withstand all changes of the weather, and can be easily laid by any ordinary workman.

There's good money in it for all wide-awake hardwaremen.

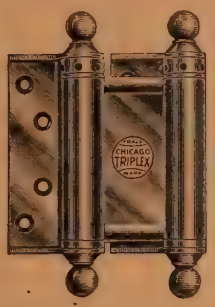
WRITE AT ONCE.

ALEX. McARTHUR & CO., LIMITED
82 McGILL ST., MONTREAL
F. J. COX, Winnipeg - - - Western Agent

TRADE CHICAGO MARK

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.
CHICAGO — NEW YORK



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Write for Catalogue

Stanley Tools

STANLEY MITRE BOXES have the widest range of adjustment of any Mitre Box made. For strength, accuracy and durability they are unsurpassed.

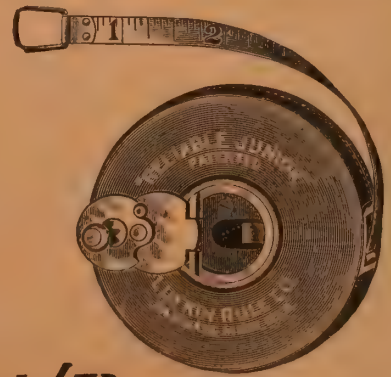
	Saw	Capacity Right Angle	Capacity Mitre (45°)	Capacity at 30° without Stock Guide	Each
240	20x4 in.	8¼ in.	5½ in.	3½ in.	$10.50
242	22x4 in.	8¼ in.	5½ in.	3½ in.	10.75
244	24x4 in.	8¼ in.	5½ in.	3½ in.	11.00
246	26x4 in.	8¼ in.	5½ in.	3½ in.	11.25
346	26x4 in.	9½ in.	6½ in.	4⅛ in.	12.25
358	28x5 in.	9½ in.	6½ in.	4⅛ in.	13.00
460	30x6 in.	11 in.	7½ in.	5⅛ in.	16.00

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868 Inc. 1895

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



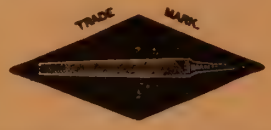
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By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK.

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

Best English Make

5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

The Big Selling Tool Grinder for Farm and Shop

No price-cutting competition on this patented grinder. The retail price is established and maintained. Equipped with genuine Carborundum wheels and pays for itself by saving time and tools, and makes all work easier. Liberal profits, big seller to farmers, shops, mechanics, carpenters, contractors, etc.



Farm Special Outfit

LUTHER TOOL GRINDERS



Mechanics' Special Outfit for Carpenters, Mechanics, Contractors, Etc.

25 times faster than Grindstones
6 times faster than Emery Wheels

No need of cooling with water, no danger of drawing temper from tools. Built like a high-grade lathe, hand and foot power.

35 Styles, with Attachments

A style for every use—special attachments enable inexperienced persons to sharpen chisels, twist drills, discs, saws, etc.

Our special sales method gets quick action for the dealer—quick sales and liberal profits. Write for full information to-day.

LUTHER GRINDER MFG. CO.

1196 Madison St., Milwaukee, Wis.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 34 Royal Bank Bldg
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 16, 1911 NO. 37

E. MEKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
THE MURRAY
ENGLAND
THE INVICTA
ENGLAND
EL DORADO
CAMBRIDGE & Co.
ENGLAND
SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

IT COSTS NO MORE TO STOCK

"Queen's Head"

CANADA

than to stock substitutes and "QUEEN'S HEAD" sells itself.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

Boost this Money Saver !

The T. F. Cobbler's Outfit

This outfit embodies many late improvements in Cobbling Tools and if placed in a prominent position in your store it is certain to find buyers. With it every user can save much money by doing his own boot and shoe repairing.

This should be especially attractive to country trade as they are generally long distances from repair shops. This would enable them to do their own work and save time. Give it a trial —it has always proved a money saver and allows good profits to the retailer.

WRITE FOR FULL INFORMATION



Taylor-Forbes Co., Ltd.

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Travellers' Bldg., Winnipeg; Canadian United Mfrs. Agency, London, Eng.



"Hurry up, Jack! You've just ten minutes to shave and dress."

"That's easy, Tom—watch me."

"Say, that's a new stunt drawing it across at an angle. Any advantage doing that?"

"Well, I should say so, cuts twice as well. Don't you use it that way?"

"No, I just draw it straight down. Never thought of using it as you are doing. Seems to slip through that stubble of yours pretty easy. Guess there must be something in your angle stroke game."

"Of course there is—watch me in the glass. Start near your ear, come down and across to your mouth. See the trail in the lather? It's sideways. Why, say, it's only because the GILLETTE has a real edge, that you are able to shave at all, when you use it hoe-fashion and scrape."

"I always get a good shave that way."

"Perhaps you do, old man, but not a perfect GILLETTE shave like this. You can get better still. I've been less than five minutes and talking to you, but my face is clean and cool as a barber could make it in twenty minutes. Try that angle stroke and see—feel for yourself."

"It's a case of USE the GILLETTE the RIGHT WAY."

The above is a black-and-white copy of the four-color post card which so many GILLETTE dealers are using with such good results. We're giving the public the same kind of talk in the newspapers, impressing on them not only the mechanical perfection and practical superiority of the GILLETTE, but also the right way to use it.

If you ever have a customer dissatisfied with the GILLETTE, this card will cure him, for, used with the ANGLE STROKE illustrated, the GILLETTE Safety Razor is bound to give satisfaction.

How many hundred—or thousand—of these cards can you use? Write and we will send them along. One should certainly go with every GILLETTE you sell for a Christmas present, and they will help at any time to make sales and satisfied users.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory - - 63 St. Alexander Street, Montreal

Offices also in NEW YORK, CHICAGO, LONDON, ENG., and SHANGHAI, CHINA

Factories in Montreal, Boston, Leicester, Berlin and Paris

TRADE Gillette MARK

KNOWN THE WORLD OVER

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

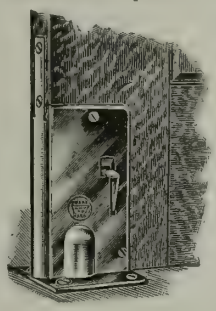
We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co., LIMITED
BELLEVILLE, ONTARIO

TRADE CHICAGO MARK

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO TRADE C S B CO MARK NEW YORK

These Two

"YANKEE" TOOLS

are Catching the Mechanics

Quick Return No. 130

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.



"YANKEE" Push Brace No. 75

Bores ⅜" holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws---takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver. ***These Are the Coming Tools.***

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

SEBCO

A name that stands for the best there is in Expansion Bolts



We believe we have reached the top-notch in the manufacture of Expansion Shields, Bolts and Screw Anchors.
Our equipment consists of special machinery of our own construction that has cost a great deal of money to install, but which has enabled us to reach the acme of perfection in the manufacture of Sebco Products, so that to-day we are in a position to meet the requirements of the trade with the best products it is possible to manufacture.

Sebco Products are becoming more in universal demand every day. People are learning the particular merits of Sebco Products for all work where fixtures must be fastened properly, promptly and economically.

We are putting forth every effort in our endeavor to give Sebco Products a national reputation, and in order to accomplish this we must have your assistance, knowing well that with your co-operation we will increase sales and we will both receive a corresponding increase in profits. Send for Special Offer No. 36.



Star Expansion Bolt Company

147-149 Cedar St., CAT. DEPT. No. 36, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.; W. T. McArthur & Co., Vancouver, B.C.

STANDARD - Open - Galvanized



THE

S. M. P.

COAL HODS

STANDARD - Open - Japanned



PRICES ON APPLICATION

GALVANIZED	Sizes — Inches			
Standard—Open	16	17	18	–
Standard—Funnel	–	17	–	–
Daisy—Open	–	17	–	–
English Pattern	–	17	–	–
Furnace—Open	–	–	–	20

JAPANNED	Sizes — Inches			
Plain or Gold Band—Open	16	17	18	–
Gold Band or Extra Finish—Funnel	–	17	–	–
Daisy—Open	–	17	–	–
Covered—Extra Finish	–	17	–	–
Furnace—Open	–	–	–	20

Galvanized and Japanned Coal Hods that are made to meet the requirements of the trade. Our Galvanized Coal Hods are strong and substantially made from heavy iron, with an extra heavy and perfectly even surface of galvanizing. Our Japanned Ware embodies in itself the durability of iron with a heavy, rich, black finish, derived from perfect and up-to-date Japanning.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

OIL HEATERS For Hardware Dealers



Many Hardware Dealers are alive to the fact that Quick Sales and a Good Profit are realized by handling

MILLER OIL HEATERS

SMOKELESS AND ODORLESS

and are pushing this line for all it's worth. **Are YOU One of Them?**

These Heaters sell best at this season when it is yet too early to start the furnace, though the mornings and evenings are disagreeably chilly.

YOU can sell a good number this fall if YOU display them in the show window or on your floor. **GET THEM IN NOW.**

Suitable for

BED ROOM

BATH ROOM

Hall or Sitting Room.

Just the thing to keep the house warm and comfortable. No other like them to take the chill out of the air.



AUTOMATIC EXTINGUISHER, REMOVABLE BRASS FOUNT.

Double Locked Seam Sheet, Steel Body, Perforated Top, Aluminum Window Frames and Name Plate, Mica Window Glass.

Send for Our Catalogue No. 46 Fall and Winter Sports.



MILLER OIL HEATERS sell faster at this time of the year than do Freezers or Water Coolers in Summer time. They are more of a necessity to comfortable living and less of a luxury than the others.

Produce Intense Heat Without Smoke or Smell

Absolutely Safe, Perfectly Reliable, Cleanly and Light Weight. Cannot Leak and Practically Indestructible.

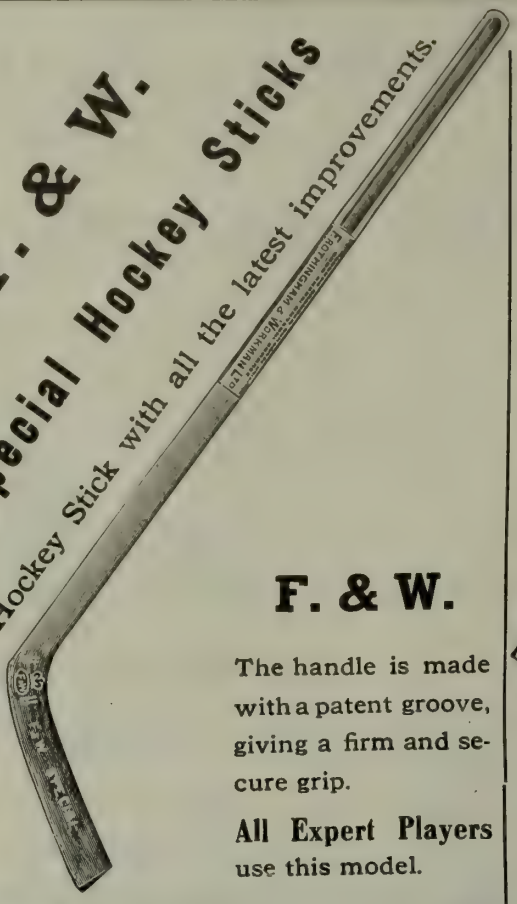
Now is the time to do it, and it's to Your interest as well as ours that you **write us at once** for particulars about this **MILLER OIL HEATER.**

LEWIS BROS, LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

F. & W. Special Hockey Sticks

The Hockey Stick with all the latest improvements.



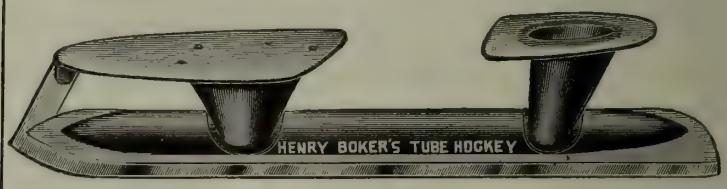
F. & W.

The handle is made with a patent groove, giving a firm and secure grip.

All Expert Players use this model.

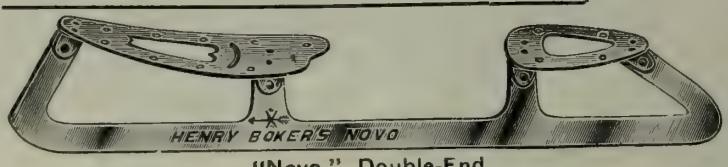
GET Your Skates this Season Early

YOU Know the Result of Placing your Order Late.



Tube Hockey.

"Tube Hockey," a new high-grade tubular hockey skate, modeled after those used by the professiona hockey players.



"Novo," Double-End.

Skates will be in great demand this Season. Sell the Best.



"Meteor," Best Quality.

Write For Our Prices They will Interest You.



"Fairy," Lady's or Boy's, Double-End.

WE INSURE PROMPT SHIPMENT

We Ship Promptly. Our Stock is Complete. **We Ship Promptly.**

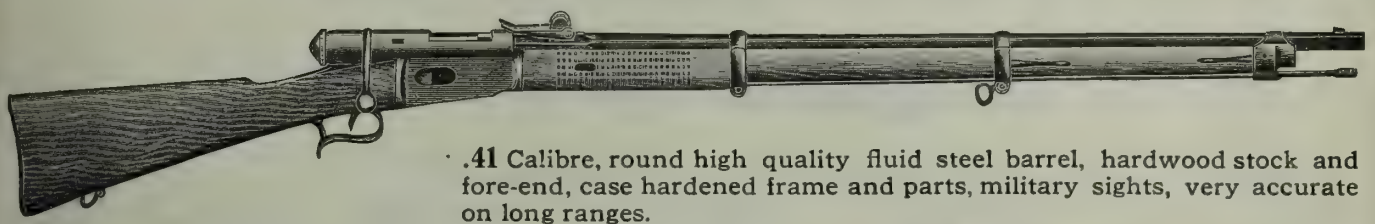
FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND IRON MERCHANTS

F.&W. MONTREAL - - CANADA F.&W.

13-Shot REPEATING RIFLES

Only $3.25 each, net.

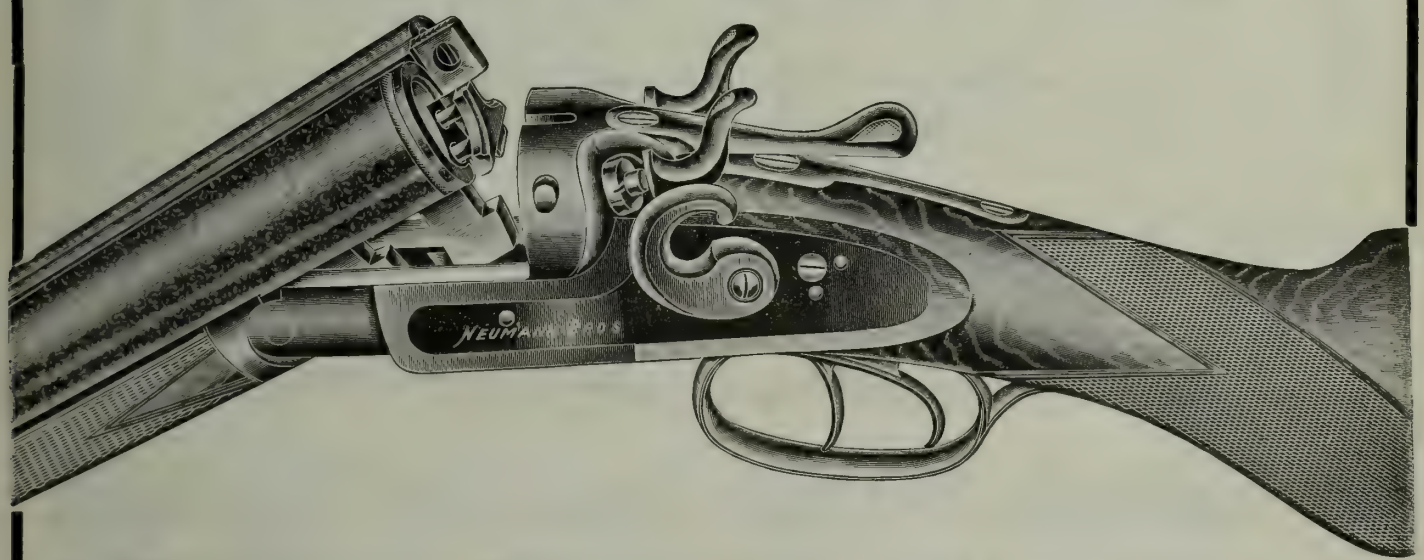


.41 Calibre, round high quality fluid steel barrel, hardwood stock and fore-end, case hardened frame and parts, military sights, very accurate on long ranges.

SHOOTS THE .41 CALIBRE HIGH POWER
HARD HITTING, SMOKELESS CARTRIDGES
THESE COST THE DEALER ONLY **$2.50** PER 100



NEUMANN BROS. THREE BOLT GUNS



No. **1700**—30-inch fine damascus finish steel barrels, left barrel choke bored, flat extended rib, case-hardened frame, top snap action, triple bolted, including GREENER PATTERN CROSS BOLT bar rebounding locks, circular hammers, walnut stock and fore-end, blued steel butt plate, adapted for black powder cartridges.

10 Gauge	Weight 7 to 8 lb	Each	**$10.30**	Net
12 "	" 6½ " 8 "	"	**9.75**	"
16 "	" 6½ " 7¾ "	"	**9.75**	"

F. O. B. MONTREAL

Caverhill Learmont & Co

MONTREAL AND WINNIPEG

The

Steel Company of Canada

Limited





M. R. M.

HORSE NAILS



The Quality is Guaranteed by the use of Best Swedish Steel Rods

WOOD SCREWS, MACHINE SCREWS

Bar Iron Bar Steel

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods, Horse Shoes, Wrought Pipe, Wire Field Fencing.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

Send for "BIG BEN" and His Selling Helps?



He's at Our Warehouse Ready for Shipment

This line of alarm clocks should be a profitable one for you to handle, as the appearance is attractive, the margin of profit fair, and the large amount of advertising being done will help to make sales easier.



"BIG BEN," packed especially for the *Canadian* trade, 6 in a carton, with a full set of store selling helps (Posters, Show Cards, Metal Signs.) An order for 12 includes a mahogany display stand. On an order for 24 you can *have your name printed on dials*, get the stand, the posters and a beautiful metal sign, lithographed in five colors. Extra time will be required for filling orders if name is to be printed on dial.



"Big Ben" and his selling helps are waiting for an invitation from you.

SEND US YOUR ORDER.

HEIGHT 7 Inches. DIAL 4½ inches.
Rings steadily for 5 minutes, intermittently for 10.



H. S. HOWLAND, SONS & CO., LIMITED

WHOLESALE HARDWARE

We Ship Promptly.

TORONTO

Graham Nails are the Best.

Our Prices are Right.

CSGCo. CRESCENT BRAND

BUTTS AND HINGES

Our Brand guarantees the quality and your protection.

The demand is such that we are constantly asked

How many can you deliver us?

Do you not sell them?

Perhaps that is what is wrong with your hinge trade.

CANADA STEEL GOODS CO., Limited

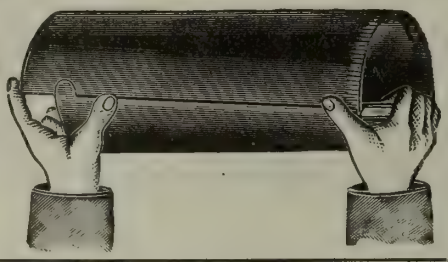
HAMILTON MANUFACTURERS CANADA

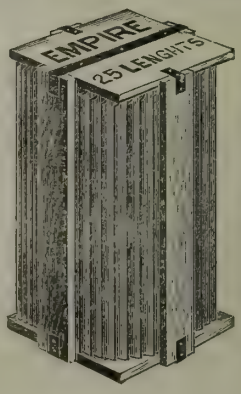
DAVIDSON'S "EMPIRE" STOVE PIPES

(IMPROVED PATENT)

SIMPLE AND EASY TO PUT TOGETHER.
THE ONLY TOOLS REQUIRED ARE A PAIR OF HANDS.
PIPES BEING CUT OUT WITH DIES, ENSURE ABSOLUTE FIT AND CONFORMITY.

Deep swage prevents telescoping. Sold as low as ordinary stove pipes.





Neatly packed in strong crates of 25 lengths.

—

Secures lowest possible FREIGHT RATE and are specially coated to prevent rust in transit.

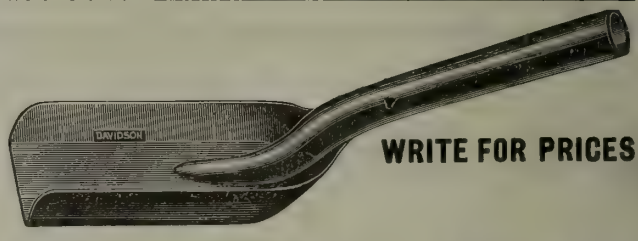
Made in Sizes 5, 6 and 7 inch

FIRE SHOVELS

HEAVY ENGLISH PATTERN

With Large Bowl and Open Socket Handle for Wood Extension.

Two Sizes,	No. 2	No. 3
Inches,	5 x 8½ x 17½.	5½ x 9½ x 18.



WRITE FOR PRICES

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG

We have been asked: "Are you interested in the carpenters and the Disston Saws they buy, even after you have their money?"

THIS is a question easily answered. Do you suppose for an instant that we could have retained our regular trade, constantly increased it, built up and maintained the largest and greatest works of its kind in the world, over a period of seventy-one years, had we not seen to it that the articles we sent out were "making good" and satisfying the user?

LARGEST PLANT IN THE WORLD.

We want to force home to you the important fact that our plant is by far the largest of its kind in the world, consisting of 58 buildings, covering 50 acres. We employ 3,500 men, and during almost three-quarters of a century—the period we have been in business—very little time has been lost by the employes. You must realize that it requires "some orders" to keep an establishment of this magnitude going.

There surely must be more than ordinary merit in that brand of goods which creates and satisfies the demand over a long period of time.

PROTECTS THE USER.

We certainly do want to know if any DISSTON BRAND SAW, TOOL OR FILE does not stand up to our guarantee. That guarantee is sufficiently broad to protect the user on every reasonable point. If you have a Disston Saw, Tool or File that has failed you through any cause of ours, let us know, and we will see that you bear no loss on our account.

Each and every article bearing the name DISSTON carries a full warranty as to material and workmanship.

And this guarantee has been in force since the first Disston Saw was made.

There are millions and millions of DISSTON BRAND SAWS, TOOLS AND FILES in practical use all over the world, which are giving the highest satisfaction. Of course, you will appreciate that almost every individual has his own ideas and opinions and it is impossible to cater to each, particularly in cases where there may be prejudice; so our only recourse is to satisfy the majority. And this we have been doing for over seventy-one years—making the goods of superior quality and after designs which have been demonstrated by practical use to be best adapted for the purpose.

It is noteworthy, however, that where we have one complaint, we receive thousands of letters voluntarily testifying to the superior worth and durability of DISSTON BRAND GOODS. This speaks for itself.

Nevertheless, we are always open to conviction, and if a man has complaint to make about any of the Disston Goods, it is but fair and just to us that he enter the complaint; for it is by considering, fully digesting and going into the cause of the trouble, in addition to our constant experimenting and investigations which enable us to so improve and perfect DISSTON GOODS as to bring them up to the highest point of efficiency. When a man has occasion to find fault with any of our goods we do not consider it "a complaint," but a stimulation and a reason for increased vigilance in looking to the safeguarding of the high prestige we have achieved for the name DISSTON.

MOST PRACTICAL EXPERIENCE.

We have the experience—and broad experience at that—extending over seventy-one years, not only in the making, but in the using of tools. Think of the enormous size of our plant; think of its many, diversified departments and their ramifications—Steel making, Saw making, the making of various Tools, File making, Wood working departments, Machine Knife making, Machine Shop. Think of the enormous quantities of tools and materials we buy from the outside, and think of the great quantity of tools of our own make that we use. When you consider all these points, it will give you some idea of our experience in the manufacturing and use of tools. And that experience we make COUNT in the perfecting of our manufacturing facilities and the increased efficiency of our own brand of goods.

MADE FOR EFFICIENCY.

In the DISSTON BRAND Saws, Tools and Files you have the advantages of the product of a progressive, up-to-date factory, the LARGEST IN THE WORLD. Where the goods are made throughout, from the making of the steel itself—the superiority of which has been demonstrated for the past fifty-six years—to the finishing operation; and each process is performed by mechanics of long experience and highest order of skill.

We want to say to you, and say it positively, that DISSTON GOODS are made not merely to sell, BUT FOR PRACTICAL USE. All materials used are of highest grade; the steel is properly hardened, tempered, and ground under the Disston exclusive processes; each article carefully inspected at various stages of the work, and finished in a workmanlike manner. ***We fully guarantee them to be of Highest Efficiency and Unequaled.***

WE ARE INTERESTED.

Reverting to the question:—Yes, we are interested in the carpenters and all other users of our tools, as well as the tools themselves after they have been bought and put to use. For we take great pride in the successful results they have achieved in the working, and fully realize—have realized for years—that the world-wide reputation we have earned can only be maintained by furnishing goods of the highest efficiency.

HENRY DISSTON & SONS, INCORPORATED

Keystone Saw, Tool, Steel and File Works - - PHILADELPHIA



Who loses, Mr. Merchant, when your clerk is interrupted and forgets to enter a charge sale?

Or when your clerk offends a customer by overcharging---or charges goods against the wrong customer?

Putting a National Cash Register receipt in every parcel prevents such a mistake and saves you many a dollar.

That's why customers prefer to deal in stores that have a National Cash Register. Also it is the reason a million merchants have adopted this system.

Successful Merchants put a receipt in every parcel



We manufacture Cash Registers in various styles and prices to suit every pocket and every business from $13 to $870. We guarantee to supply a better Cash Register for less money than any other concern in the world.

FOR FREE BOOKLET AND PRICE LIST WRITE

THE NATIONAL CASH REGISTER CO.

Head Office for Canada and Canadian Factory, TORONTO

F. E. MUTTON, Manager in Canada

The Canada Glue Co., Limited

OF

Brantford, Toronto, Montreal and Vancouver

The Largest Makers of

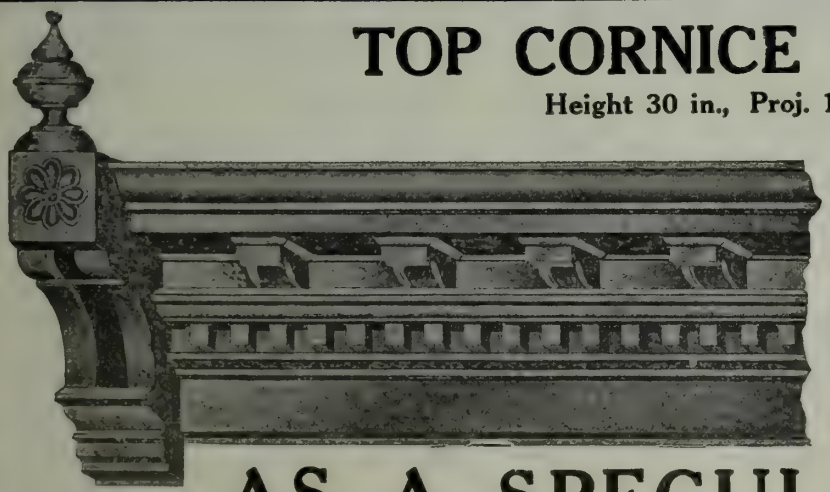
Glue and Gelatine

under the British Flag

Can Supply any Quality in any Quantity.

TOP CORNICE No. 8014

Height 30 in., Proj. 18 in.



A Handsome, Bold, Neat, Clear-cut Cornice, throwing deep, rich shadows.

AS A SPECULATION

we made up a large quantity of this Cornice on our big new model power brake, and we made it to sell cheap. Let us quote on your requirements.

GET OUR CATOLOGUE C-1 ON CORNICES, SKYLIGHTS, ETC., ETC.

THE GALT ART METAL CO., Limited, GALT, ONT.

MAKERS OF THE FAMOUS "GALT" SHINGLE.



Prepare for a Good Fall Trade Now

Benefit by Getting the Full Run of the Season

The New Designs of * Rogers & Bros. Well-known Flatware

rank this year again amongst the finest on the market.

The ★ Brand.

still retains its reputation as the standard of perfection and the most moderately-priced High-class Flatware.

How completely the pattern is carried through, the illustration shows plainly.

WRITE FOR PRICES

Another Line of Business Getters is

STANDARD SILVERWARE

THE SILVERWARE THAT SELLS AND SATISFIES

More than ever the Fall Patterns have made a hit.
The demand for them is there.
The Trade Mark is advertised and well known everywhere.
The Guarantee of Quality stands behind every sale and insures satisfaction.

Modern facilities and equipment enable us to give the best value.
Compare our goods and prices with others.
Write and we will be pleased to have our representative call and show you a line that sells

MANUFACTURED AND GUARANTEED BY

Standard Silver Company of Toronto, Ltd.

33-41 HAYTER ST. :: TORONTO

Remington Autoloading Rifles

THE FAST SHOOTING, HARD HITTING, MODERN SPORTING RIFLES.

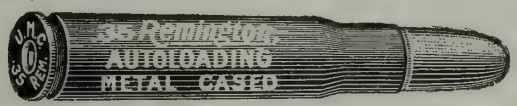


are sold **By Us** in Canada.



NOW is the time to order this Rifle.

Perfectly Safe
Absolutely Accurate



SPORTING MODEL—35 CALIBER

FIVE-SHOT—TAKE-DOWN—HAMMERLESS RIFLE.

Each Shot strikes with the force of a one-ton blow.

It is the only recoil-operated Rifle which locks the cartridge in the chamber until after the shot is fired.

Big game hunters appreciate this fact, and as a result their preference is for the Remington-UMC always.

The Remington-UMC Autoloading Rifle ejects, reloads and cocks by recoil, and without the loss of a single ounce of muzzle energy. Quickly sighted. No lever to bother with. The hunter doesn't lose command of the situation for a second—and seconds often count.

Hand this rifle to a sportsman. Let him see for himself its features of construction that make it the big game rifle of greatest effectiveness and dependability.

Put in a Stock of Remington Autoloading Rifles and see how quickly this demonstration method of selling will move them.

See Page 3

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER





ONEIDA JUMP TRAPS

are easy to carry. Trappers like them because they are light, compact, and can be set in narrow runways.

ONEIDA COMMUNITY, LTD.,
Niagara Falls, Ont.

Also Makers of the
NEWHOUSE, VICTOR and HAWLEY & NORTON TRAPS

Reciprocity Batteries

That is what XCELLS are

If you, Mr. Hardware Man, favor us with your confidence and send us your orders, we RECIPROCATE by shipping you the

Best Battery Which There Is.



A most reliable Dry Cell on which we save you money in the beginning AND in the end.



Our enormous output of two factories, in Toronto and Winnipeg, enables us to serve you better than any other firm can.

Ask us about our FLASHLIGHT CATALOGUE. The season for this line is rapidly approaching. Biggest money-maker for the Dealer---Write your jobber. If not obtainable, address nearest factory.



CANADIAN CARBON CO., LTD.

12-14-16 Shuter Street, - - TORONTO

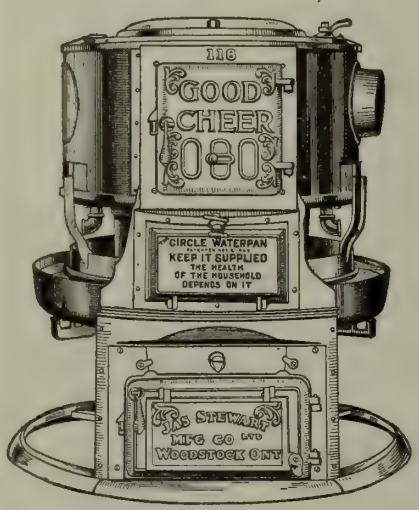
Irish and Bury Avenue, - - WINNIPEG

You can well believe the good reports of the

"GOOD CHEER"

WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the "Good Cheer" and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

McLennan, McFeely & Co., Vancouver, B.C.

Wood, Vallance Hardware Co., Nelson, B.C.

Ross Bros., Limited, Edmonton, Alta.

Silver Plated Knives

Stamped



are

Genuine "ROGERS" Goods

The dealer who handles

1847 ROGERS BROS. MERIDEN BRITANNIA COMPANY **X S TRIPLE**

is able to talk QUALITY. Not only do these goods look well, but they wear well.

There are other "Rogers," and various makes of silverware, which are claimed to be "just as good," but like all imitations they lack the beauty and wearing qualities identified with the ORIGINAL and GENUINE.

For 63 years the Standard of Excellence.

MERIDEN BRITANNIA COMPANY
HAMILTON, - CANADA

"THE PRISCILLA"



"SILVER PLATE THAT WEARS"

Silver That Gives Lasting Satisfaction

The pleasure that is taken in the refined lines of beauty and dignified designs, the assurance of worth and long wear which is given by the trade-mark

1847
ROGERS BROS.

place this ware on a higher plane than ordinary silver plate. Reputation for long wear has won for it the title

"Silver Plate That Wears"

Silver ware should do more than appeal to the eye. The kind of silver that looks well on the show case but will not stand daily service is not a good kind to buy nor a good kind to sell.

The dealer who handles

1847 ROGERS BROS. X S TRIPLE

is able to **TALK QUALITY.** Not only do these goods look well but they **WEAR** well.

There are other makes of "Rogers" goods, but only one

1847
ROGERS BROS.

the genuine, and for sixty-one years the standard of excellence—the heaviest Triple-Plated Table Silverware obtainable.

MERIDEN BRITANNIA CO.
HAMILTON, CANADA

We are Setting the Pace for 1912

Reach

Baseball Goods

The REACH factory have opened in Toronto, taking over the only established factory making

Mitts, Gloves,

and other BASEBALL REQUISITES.

A Saving of 25% to 33⅓%

in the cost of a large part of the "Reach" lines. At retail at same prices as in States.

Your Profit is Guarded

by the Restricted Retail selling prices to which each purchaser agrees.

Satisfaction to the User

is assured not only by "Reach" reputation for fair dealing, but by an absolute guarantee with each piece.

The Victor

TENNIS GOODS

Hammocks

The 1912 line of VICTOR HAMMOCKS is the best showing we have ever made.

The perfect blending of colors and original effective designs are a triumph for another

Made in Canada Line

The lines we show are only to be seen in our Assortment.

Prices which will insure maximum sales and the meeting of any competition.

Victor Tennis Goods

Superb Rackets, combining in a rare degree Beauty of Design, Perfection of Finish, Finest of Materials, Most Effective Playing Qualities.

SPECIALTIES for SPRING

in Children's Spring and Summer lines, Garden Tools, Seaside Toys, etc.

OUR TRAVELLERS NOW READY.
DROP A CARD TO INSURE SEEING THE LINE.

The Fancy Goods Company of Canada, Limited

156 FRONT STREET WEST TORONTO

Jewel Stoves and Ranges



STYLE R.F.

Royal Jewel Steel Range

The Range of Quality.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

We also make a great variety of **Cast Iron Ranges and Cooking Stoves**, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. **The Grand Jewel Wood Cook Stove** is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of **Heating Stoves** to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

JEWEL TRADE MARK

The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.

YOU WIN!

You know what it means to YOU to get prompt delivery of your Furnaces or parts. We know too.

For the last several years our business has grown so rapidly that we have been CAUGHT EVERY FALL by having orders coming in more rapidly than we could fill them—the result being considerable delay in shipping.

This Spring and Summer we tried again and erected a special building for stock use only—worked our factory NIGHT AND DAY to get ahead, and are happy to say that, notwithstanding still greater increased business coming in every day, we are now able to give you

PROMPT SHIPMENTS

either from Winnipeg or Toronto, where we have large stocks of furnaces and parts in both centres.

SEND IN YOUR ORDER EARLY

We are in a position to quote prices and make prompt shipments of all materials required in the installation of Warm Air, Hot Water and Steam Heating Systems.



Manufacturers of

Warm Air Furnaces

Combination Heaters

Round and Sectional Boilers for Hot Water and Steam

Registers

Radiators

Ventilating Systems, etc.

PEASE FURNACES

AND HEATING SYSTEMS

119

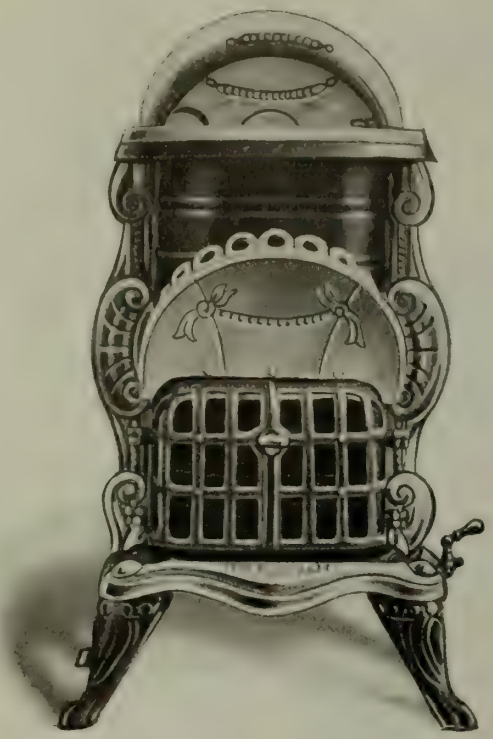
MANUFACTURED BY

PEASE FOUNDRY COMPANY, Limited
Toronto Winnipeg

Western Representatives—
PEASE-WALDON CO., Winnipeg

NATURO GAS HEATERS

with Nickel Trimmings



This is the time of year that Gas Heaters are most useful, and if you desire to take advantage of this business NOW is the time to stock them.

The "Naturo" Gas Heater is made in four sizes for Natural or Artificial Gas. It is constructed on scientific principles, utilizing all the air in the room, so that it requires but a very short time to heat all the air in a room.

Now is the time to clinch this business.

How many Heaters do you Require?

MILK OR VEGETABLE BOILERS

Retinned Covers.

With cold weather comes the demand for this style of cooker. A cooker that is best adapted for cooking cereals, etc.

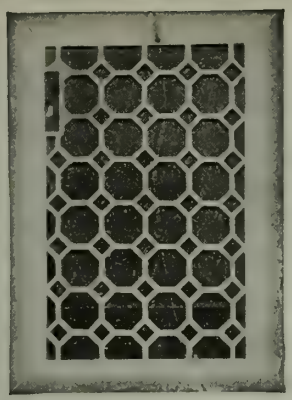
The porridge in the morning is increased fifty per cent. by being thoroughly cooked in this Boiler.

Made in four sizes—Canada or Imperial Ware.



McCLARY'S

TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN, N.B. HAMILTON
CALGARY SASKATOON



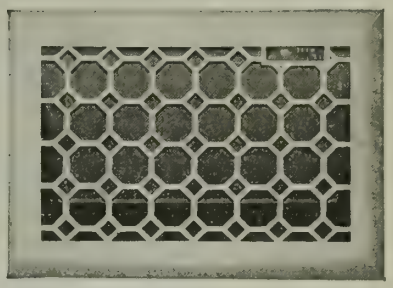
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

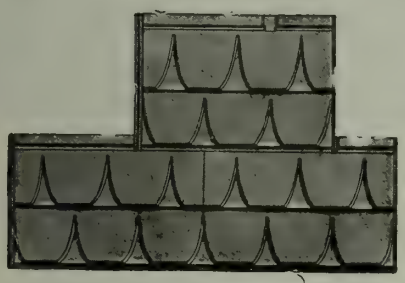
The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario



"CROWN" PATENT STEEL SHINGLES

are no experiment.

They are giving entire satisfaction to thousands of customers all over the country.

Easily and quickly laid with hammer and nails. Light, durable, artistic and inexpensive.

Fire, lightning and storm proof. Made from highest quality Galvanized Steel Sheets.

Write for Catalogue To-day.

McFARLANE & DOUGLAS, Limited, *250-260 Slater Street,* ***Ottawa, Ont.***

This Stove Burns Stove Coal

Quick in Action and Always Under PERFECT Control.

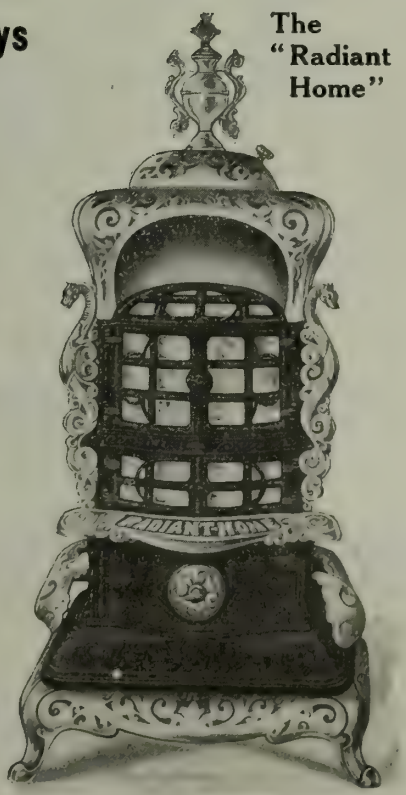
The Cleanest, Safest and Most Economical Base Burner.

"Stove Size" Anthracite is better than "Chestnut" as it is purer coal, containing from 3 to 4 per cent. less slate and impurities. More pounds of real coal to the ton, burns better with less ashes, gives more heat units, holds fire longer and burns slower.

The "RADIANT HOME" is the only Base Burner specially constructed for burning "Stove" coal.

The LEAST FUEL.
The MOST SATISFACTION.

The "Radiant Home"



SAMPLE ORDER SOLICITED

Constructed at the request of the Anthracite Coal Mining Companies and endorsed and recommended by

The Canadian Retail Coal Association,

The Susquehanna Coal Co.

Lehigh Valley Coal Co.

Del., Lack. and Western Coal Co.

Phila. and Reading Coal and Iron Co.

Dickson and Eddy.

This style made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.

The William Buck Stove Co., Limited

Brantford Montreal Winnipeg Calgary Saskatoon Vancouver

"Brass Tacks"

Once more the middle of September, once more the Stove Season is the most engrossing thought in the mind of the Canadian Hardware man. How to get more business; *how to sell more ranges.* A satisfactory range clinches an *entire household account.* This range business now is the crux of the whole hardware situation and will be for another sixty days.

Busy at GURNEY-OXFORD Headquarters? Just what you might notice. Here's why. For four months now we have been telling you fellows that we had something really good in the way of co-operation to offer and a lot of you have sat up and taken notice. As a result to a great many live hardware men this is what we are doing right now: we are shipping a quantity of large steel signs *with the name of the local dealer on them.* This will tell a farmer who drives along the road where to get the best line of stoves; incidentally other things. These are going out in two sizes.

We are shipping these live dealers the finest line of window dress that has yet appeared in a hardware window. Magnificent five-color lithographs, which tell their own convincing story.

We are shipping large quantities of the most unique little business getter a dealer ever received—something extra special in the way of a catalogue under the local dealer's cover, not ours. *And that cover is something unique.* Incidentally, the advertising man has sent out hundreds of contracts to *local newspaers.* These ads. are over the name of our local representative, *without extra charge to him. Full page space* is also shouting "GURNEY-OXFORD" from under the covers of the leading periodicals of the country.

Something doing on the shipping platforms too.

We are getting the samples out to these men in quantities now, *for they will need them.* And this kind of co-operative service is going to mean *repeat orders* from all these fellows—all these fellows that took hold and showed their *enterprise.*

This is about the last call, Mr. Dealer; not much use in co-operation after October is on. We still would like to hear from you if you are not one of the Elect.

GURNEY-OXFORD

THE GURNEY FOUNDRY CO., Ltd.

GURNEY-OXFORD

TORONTO

MONTREAL **HAMILTON** **WINNIPEG** **CALGARY** **VANCOUVER**



SPECIAL DESIGNS

of Corbin builders' hardware give an effect of individuality and exclusiveness. The Corbin designers have a large experience in this class of work.

Send for publication K83, which contains illustrations of some work of this kind.

P. & F. CORBIN
New Britain - Connecticut

P. & F. CORBIN of New York

P. & F. CORBIN of Chicago

P. & F. CORBIN, Philadelphia

Industrial Products Blue Book —Buyers' Guide

Mr. Hardware Merchant—

SOME OF YOU

Have been regular subscribers to this book for 18 years.

SOME OF YOU

Have bought it as soon as off the press at Five Dollars per Copy.

OTHERS OF YOU

Have bought it a year after publication at a reduced price.

BUT NONE OF YOU

Ever bought a copy at less than Five Dollars within one year after it was bound up.

NOW YOU

CAN GET IT THIS MONTH, fresh from the press, at 40% off. Net - - - ***$3.00***

DELIVERED EXPRESS CHARGES PREPAID

P.S.—Cloth Bound, 576 pages. 176 pages of Cross Indexed Articles, being 170 more such pages than any other publication in Canada.

Manufacturers' Products List Co.
MONTREAL

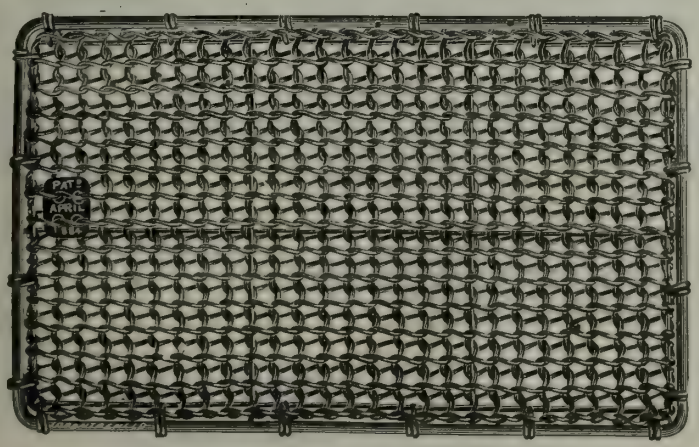
THE OPEN FIRE GRATE

now rapidly regaining its well-deserved popularity, means a bigger demand on you for

GREENING'S SPARK GUARDS

They prevent sparks falling on the carpets; keep children out of the fire; keep women's garments from accidentally swishing into the blaze. And they certainly do add to the appearance of a grate. We make them in several different styles and finishes.

TRADE PRICES ON REQUEST.



ISN'T IT MUDDY!

says the exasperated housewife.

"Yes" says the live Hardwareman, "but here, Madam, is one of

Greening's Wire Door Mats

With this at your front door the mud outside will never deface your floors. It will last you a life-time and even then be in good shape to hand on. The price is low, the usefulness permanent. Let me send it home for you.

"Thank you, Madam." ENOUGH SAID.

Write Us For Prices.

The B. Greening Wire Co., Limited
HAMILTON MONTREAL

Sanitary Chemical Closet

No Water No Plumbing

Sanitary Odorless



Especially planned to meet the requirements of the rural districts and small towns where there is no sewerage connection.

It is guaranteed perfectly sanitary and odorless.

Mr. Hardwareman, this sanitary chemical closet has never failed to give satisfaction. It sells at a price that invites a buyer to your store and at the same time it allows you a good profit.

Write for Prices and Full Information.

Red Cross Sanitary Appliance Company

GRIMSBY, ONT.

$ DOLLARS for DEALERS $
SELLING
GRAB'S FOOT SCRAPERS



One of the most profitable and quick selling articles on the market. Saves housewife's time, trouble, labor and temper. Cleans sole and brushes sides of shoe in one operation. Brushes are adjustable.

Has ten parallel cleaning plates all handsomely enameled and held rigidly in place. Mud, snow or slush drops in between these plates, which prevents clogging. Brushes are made of best stiff bristles and may be quickly replaced when desired. Scraper attaches easily and quickly to any doorstep or handy place and may be easily rotated and cleaned or swept under. Lasts a lifetime. In use at all seasons.

RETAIL PRICE, $1 00

If your wholesaler cannot supply you, write us for free circular and discounts.

ONWARD MANUFACTURING CO., BERLIN, Ont.



MERMAID

Every File Tested Before Leaving FILES Works



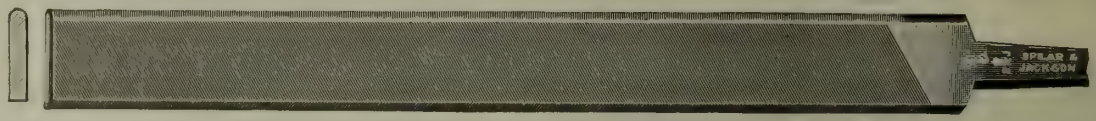
LEAP-FROG

That do MORE WORK at LESS COST than ANY others on the market

F 127—3 Square File



Hand File



F 21—Half Round Rasp



F 122—Mill Saw File one round edge.



Also **AMERICAN** Pattern at **REDUCED PRICES**

Our Files are used by the **LEADING** Manufacturers in Canada, for the simple reason they are more **EFFICIENT** than any others.

HENDERSON & RICHARDSON
Board of Trade Building, MONTREAL

SPEAR & JACKSON
SHEFFIELD, ENGLAND



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, :: ONTARIO
WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

Hark! Mr. Dealer!

Here's your chance for a brisk, profitable trade. Such trade comes easily to the dealer handling



Acorn Corrugated Galvanized Sheets

which are made of metal so galvanized that it readily passes the severe tests that British Government requires of such building materials. These Sheets are highest quality, yet cost no more than ordinary, uncertain kinds. And you can DEPEND on Acorn Corrugated Sheets, for they are

ACCURATELY MADE

Our powerful machines stamp each corrugation separately and make them absolutely accurate. Therefore, they fit together perfectly and are easily erected. For moderate-priced constructions, repairing old buildings, etc., they are unequalled in value. Build a reputation by selling Acorn Quality Sheets. Thus you get a grip on the trade you want. Large stocks always ready for shipment. Get full particulars.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

CAP AND SET SCREWS



ALSO SPECIALS

YOUR order for these screws "V" or U.S. Standard Threads will be promptly filled from completely assorted stock at our factory in Montreal or warehouses as listed.

Our large, new and complete equipment is especially adapted to the manufacture of all kinds of parts in brass, steel and iron to customers' specifications and samples.

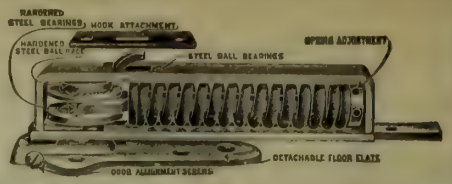
Ask for our new Red Catalog. It tells all about screws and nuts carried in stock and specials to order.

THE NATIONAL-ACME MFG. CO.,
MONTREAL, ST. ELIZABETH and G.T.R.

CLEVELAND, NEW YORK, CHICAGO, DETROIT, BOSTON, ATLANTA,

Factories:-MONTREAL, CLEVELAND
Warehouses:-NEW YORK, CHICAGO

ASK US WHY



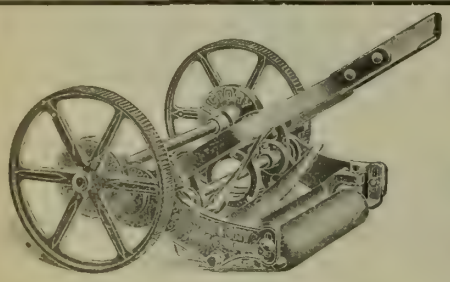
If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

TOWNSEND MOWERS

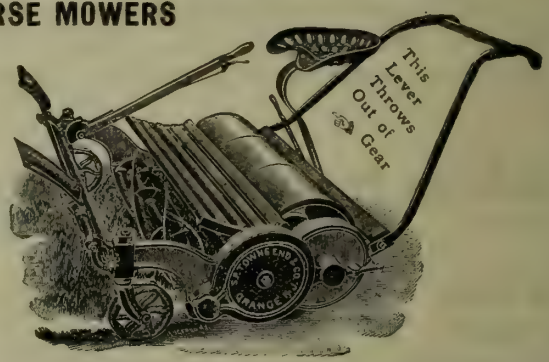
HAND MOWERS and HORSE MOWERS



This Lever Raises the Knives.

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

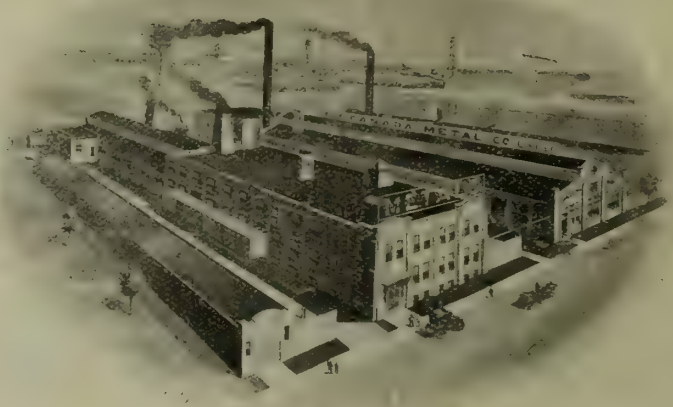
S. P. Townsend & Co.

ORANGE, N. J.

LEAD
SASH
WEIGHTS

SHEET
LEAD

PIG
LEAD



OUR NEW FACTORY

WIRE
SOLDER

BAR
SOLDER

BABBITT
METALS

INGOT
COPPER

TIN, ETC.

Equipped with the most Modern Machinery. Utmost Care in the Selection of Raw Material combined with Many Years' Experience

Makes it no idle boast that we have reached

The Highest Standard of Manufacturing Efficiency.

Hardwaremen know we manufacture GOOD GOODS. ***WRITE FOR PRICES.***

THE CANADA METAL CO., LIMITED, Fraser Avenue, TORONTO



Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things.

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

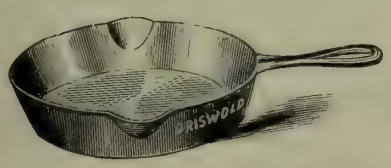
When once used these will be always used. For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.





GRISWOLD

GRISWOLD HARDWARE

is the most durable, profitable and serviceable line for you to handle.

Wherever the name "GRISWOLD" appears on hardware, quality is guaranteed.

Griswold Aluminum Ware was the first manufactured and is now first in the race for superiority. The "GRISWOLD" Waffle Irons have extra heavy pans, insuring well backed waffles; patent ball lock, jointed hinge, permitting pans turning with ease; air cooled sockets, preventing burnt fingers, and specially designed ring, catching every drop of grease or butter.

Write for Particulars.



The Griswold Mfg. Co.

ERIE, PA.

Indestructible "Elastic Grip" Fibre File Handles

3"	3½"	4"	4¼"	4¾"	5"	5¾"	6¼"	
$2 45	$2.70	$2.85	$3.35	$4.35	$5.45	$7.50	$10.00	per gross.

They do not split and will outlast many dozens of the ordinary handles. No splinters or sore hands when using them. Price lower than wooden handles. Ask for discounts. If your dealer cannot supply you write us direct.

SCHUCHARDT & SCHUTTE

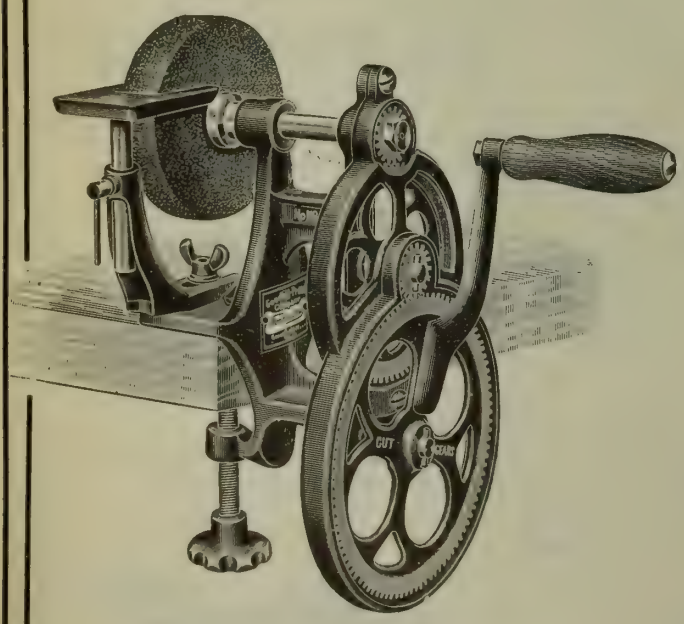
307 CORISTINE BUILDING :: :: :: :: MONTREAL

"Safelock" Stays *cannot* Slip

This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain. The "Safelock" is absolutely the strongest wire fence made– you can sell it as such and the test of time will bear you out to the letter. There's good money in handling "SAFELOCK." Write us about the exclusive agency for your locality. Don't put it off—Write to-day.

The Owen Sound Wire Fence Company, Ltd., Owen Sound, Ont.

Western Agents: THE BRANDON SAFELOCK FENCE CO., Brandon, Man.



Goodell-Pratt's

The Bench Grinder which always gives satisfaction.

You need never hesitate in recommending this make highly. Your customer is sure to get long and satisfactory service from it.

PUSH GOODELL-PRATT GRINDERS

Their sale will increase your reputation and your profits.

Goodell-Pratt Company

Toolsmiths

GREENFIELD, :: MASS.



Partial view of Trinidad Lake. The dark spots are asphalt; the streams are water on the surface.

Sell Satisfactory Roofing.

The dealer who stocks roofing merely on its looks has got "in wrong" all around.
He is not only fooled himself but he is fooling his customers who will find it out before very long.
You can't go by looks—so many roofings **look** just about alike.
You want to know what the roofing is made of, and be sure it is going to last.

Genasco

[redacted] the Trinidad-Lake-Asphalt Roofing

is made of Nature's everlasting waterproofer. *Natural* asphalt is the only kind that makes roofing permanently weather-proof. So called asphalts made from the residue of other products lack lasting life; same way with coal-tar, "special composition" and similar roofings.

Be on the safe side. Sell Genasco, and make sure of your customer's satisfaction, good-will, and continued patronage.

Genasco also has the **Kant-leak Kleet**—the most effective method of waterproofing seams without cement. Prevents nail-leaks, curling and buckling.

Ask your jobber for Genasco with Kant-leak Kleets packed in the roll.

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

THE BARBER ASPHALT
PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Cross Section, Genasco Smooth-surface Roofing.

[redacted] Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt

Caverhill, Learmont & Company, Montreal

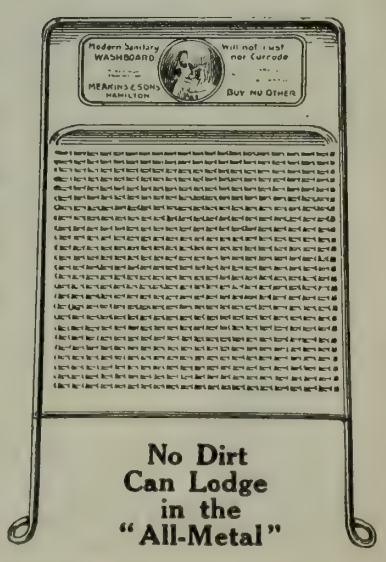
D. H. Howden & Co., Limited
200 York St., London, Ont.

MEAKINS'

SANITARY WASHBOARDS

Have the qualities which recommend them to particular buyers.

These washboards are of **metal construction throughout** and have **no wood to warp and no nails to come loose or rough edges of zinc to cut hands.** They **cannot retain dirt** because each board is made **in one piece.**



No Dirt Can Lodge in the "All-Metal"

Send for Particulars and Prices to

Meakins & Sons, Hamilton, Ont.

"IT IS RIGHT"
"WHEN WORKED RIGHT"



What a wonderful exemplification of above statement is given in the following letter :

GEORGE A. DIEMER,

Artistic and Ornamental Metal Work Made, Polished, Oxidized and Lacquered.

Magnolia Metal Co.,
113-115 Bank Street, New York, N.Y.

298 First Street, Newburgh, N.Y.,
Feb. 21, 1911.

Dear Sirs :

In reply to your letter of the 16th inst., I will say that I have used a small amount of your metal. It will be sixteen years, this coming July, that I used it on a high speed lathe (running 3500 R.P.M.) also on the countershaft hangings, **and it is there to-day**, in A No. 1 condition. There is also another small shaft in the shops, a head shaft for a motor drive, which **has run much longer, and has not had a drop of oil or a speck of grease on it in at least six years,** to my personal knowledge (as I have always attended to this part myself) and it runs that freely, that even I am in doubt sometimes myself, but am willing to show it to any of your agents that care to see it.

The above will explain why I have not used much. It is right, and works right, when worked right

Sincerely yours,
GEORGE A. DIEMER.

TRADE MARK

Special Offer

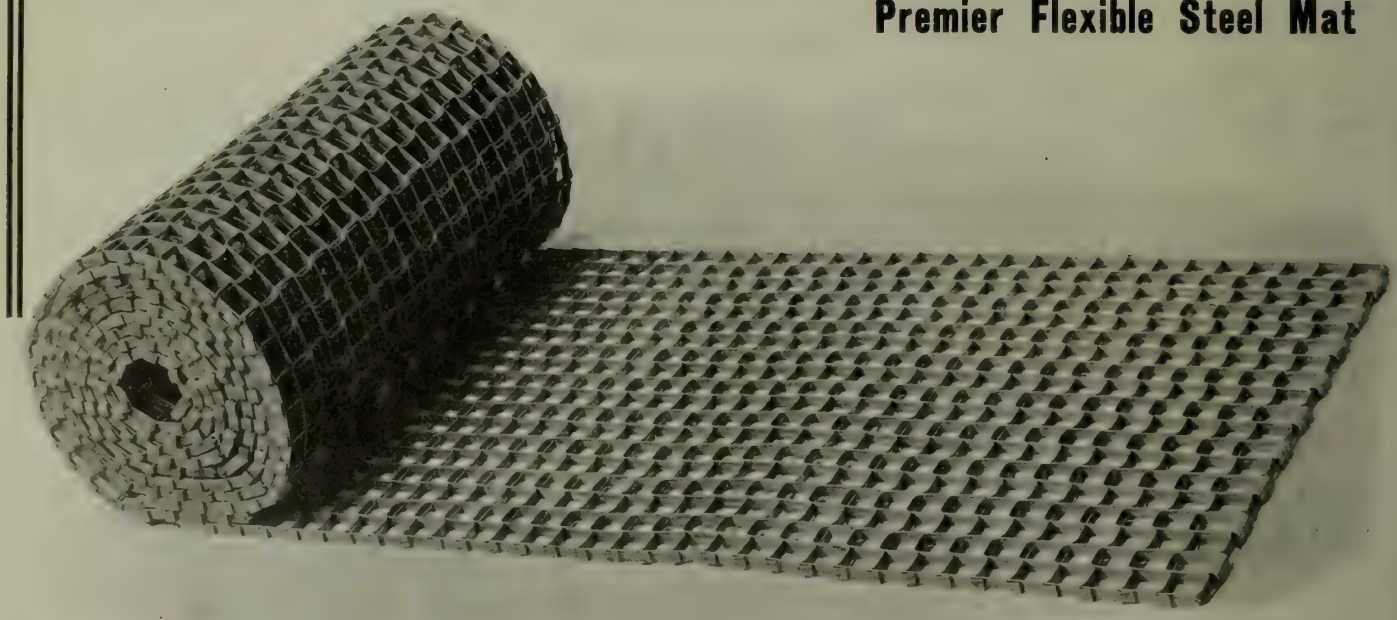
PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2,000 subjects. We do not aim to make a profit on this book, as it is an advertisement, therefore offer it at the very low price of 40c., postpaid. Many Engineers pronounce it invaluable. Address Montreal office.

Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St. Ambroise Street - MONTREAL
NEW YORK CHICAGO

Premier Flexible Steel Mat

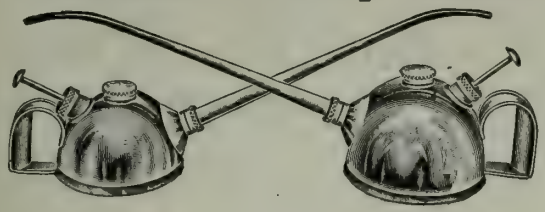


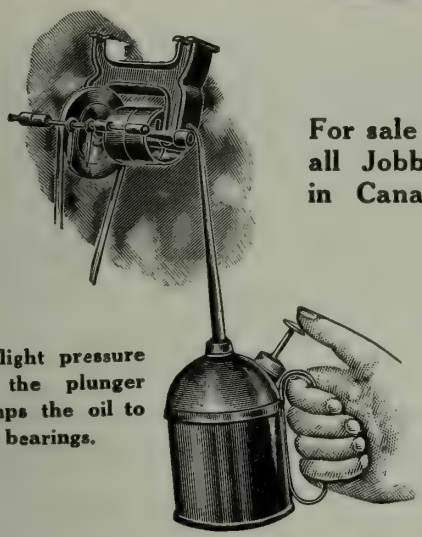
is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.
It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited

HAMILTON, :o: :o: CANADA

Howland's Pump Oilers





For sale by all Jobbers in Canada.

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.

MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

CONCRETE BLOCK MACHINERY.

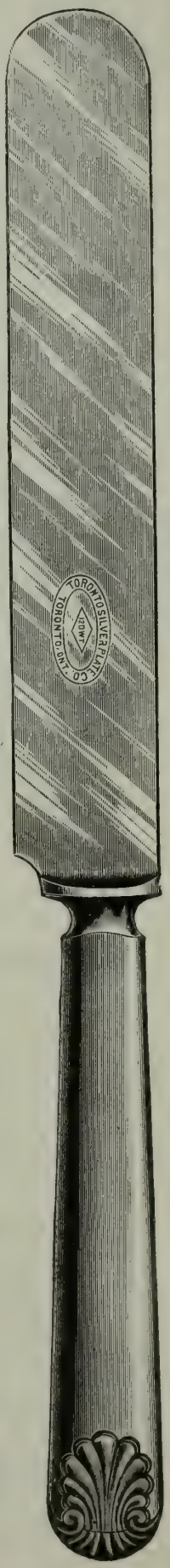
By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.
MONTREAL TORONTO WINNIPEG CALGARY

Shell Pattern

¶Another splendid selling pattern, absolutely guaranteed as to quality of base metal and plating. Stamped with our name "The Toronto Silver Plate Co."





¶Particulars of this and other patterns will be found in Catalogue Nos. 21 and 25.

¶In buying Silverware stamped with the name "The Toronto Silver Plate Co."

The
Toronto Silver Plate Co.
Limited
Factories and Salesrooms
Toronto
E. G. GOODERHAM, President



Each FORD Feature Means Money To YOU

Ford's Bit Extension is the newest, the best and the most practical ever made.

It combines the best points of other makes with several exclusive **Ford** features, thecombination being an extension that has absolutely no equal on the market to-day.

Each feature is a time, labor and money saver to the purchaser, for the **Ford** does **more work, better work** and accomplishes it easier and in less time than all former clumsy working extensions.

Each feature is a talking point--a strong selling argument and

EACH ONE CLINCHES A SALE

because of its superiority over the ordinary extensions.

Electricians are very enthusiastic over the **Ford**, and without exception pronounce it the first and only really practical extension ever produced.

It sells for the same price as inferior extensions, but the satisfaction it gives is ten fold greater.

The demand is steadily increasing, as it becomes known it will be still greater. Are you prepared for your shares of the trade that's sure to come? If you have not stocked up with this new extension, we shall be pleased to send you advertising circulars, price lists and name of nearest jobber.

Ford Auger Bit Company
HOLYOKE, MASS.

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN

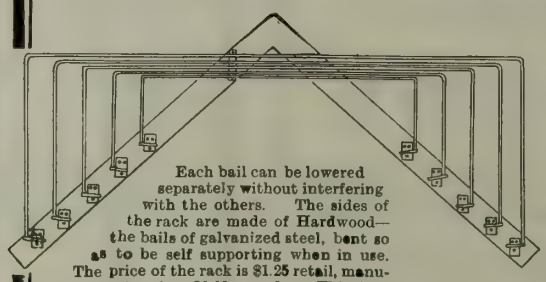
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

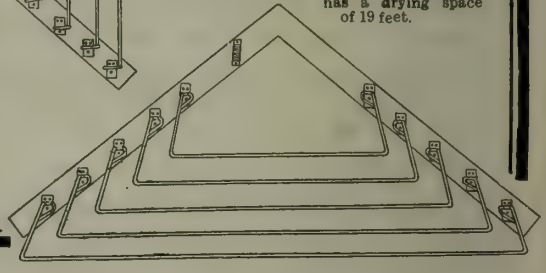


Convenience

is the chief characteristic of this high grade

CLOTHES RACK

It can be fastened to the wall near a stove or range and when closed projects only 1½". When extended and all the bails are down, it stands out only 14" from the wall and has a drying space of 19 feet.



Each bail can be lowered separately without interfering with the others. The sides of the rack are made of Hardwood—the bails of galvanized steel, bent so as to be self supporting when in use. The price of the rack is $1.25 retail, manufacturer's price, $9.00 per doz. This is a sure seller. Order from your wholesaler or direct from us.

Modern Machinery Co.
SARNIA, ONT.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

Knowledge is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

May we send you a copy of our comprehensive catalogue? You'll find details therein of the very book suited to your individual needs.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

NOTICE THE TEETH
OF NICHOLSON-MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.



These are the favorite Nicholson-Made lines in Canada

"American"
"Arcade"
"Great Western"
"Globe" "Eagle"
"McLellan"
"Kearney & Foot"
"J. B. Smith"

These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.

(Dominion Works)

Port Hope, Ontario

"AMPHIBIA"

WATERPROOF

THRESHER BELTING

When Belting gets wet it comes apart, if it's ordinary Belting, but not if it is **"AMPHIBIA"** Thresher Belting; that is just where **"AMPHIBIA"** is superior to other makes.

It is made from first-class oak leather, which is guaranteed waterproof and is so constructed as to resist every sort of dampness.

Since **"AMPHIBIA"** Thresher was first placed on the market many imitations have appeared, but there is only one belting which is genuinely damp resisting, the original

"AMPHIBIA" Thresher

When buying insist on the name **"AMPHIBIA."**

Write for Prices and Particulars.

Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William St. TORONTO, 27 Melinda St.
ST JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.

New Idea No. 17
Trowel of Quality



Wider Heel

Hang is Perfect

Send for Catalogue

Marshalltown Trowel Co.

MARSHALL TOWN, IOWA



We are still making the best fitting eavetrough and conductor pipe in Canada.

Our other lines are Ridge Roll, Valleys, Skylights, Elbows, Ventilators and Corrugated Iron. ***Get our prices for Galvanized Iron Sheets.***

WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO, **CANADA**





The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING

AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.



METALLIC CEILINGS

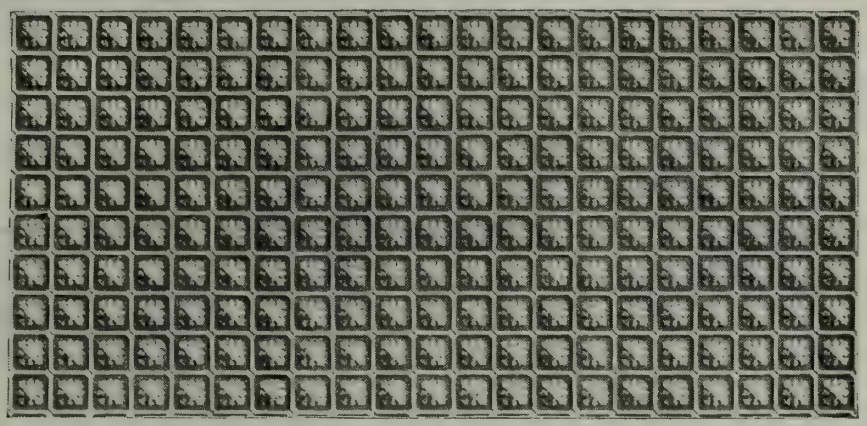
"Boost Them, Mr. Hardware Man, Boost Them."

HERE IS ONE OF OUR STRONGEST SELLING PLATES

No. 819 SHEETS ARE 95x29 INCHES.

CAN BE PUT RIGHT ONTO JOISTS.

NO FURRING STRIPS NECESSARY.



ACCURATE ON THE JOINTS.

SHARPLY EMBOSSED.

AN EXCELLENT PLATE FOR CLOSE-PRICE JOBS.

Write for Sample Piece. Gladly Sent on Request.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

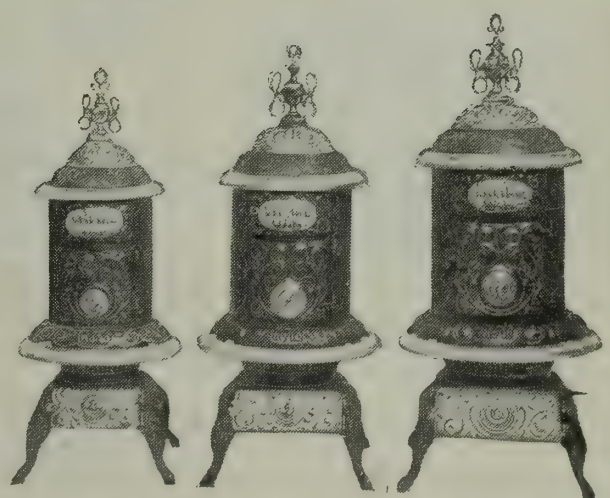
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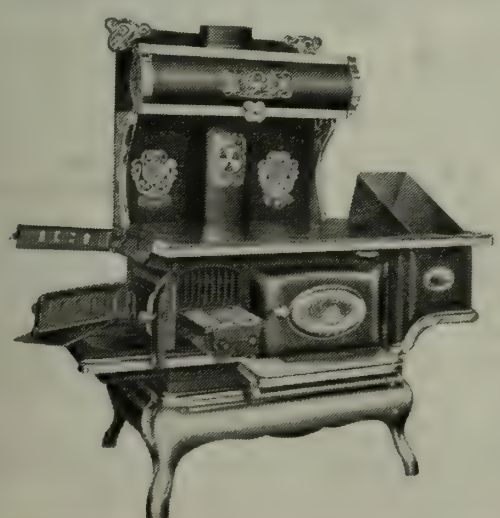
The Empire Queen Range

is so constructed that the heat is evenly distributed, thus insuring the most perfect results from the oven and from cooking holes at the same time.

The castings in the Empire Queen are very even, smooth, and well proportioned, adding greatly to the general appearance of the range.

Prospective buyers cannot overlook this range as it is very attractive and guaranteed to give absolute satisfaction.





THE EMPIRE OAK

has a body that is made of heavily polished steel, mounted with a flange, forming a perfectly tight joint. It is an artistic and high-grade Oak that sells at a price that is within reach of everybody, leaving a large margin of profit for you.

Will burn either Wood or Coal.

The Canadian Heating & Ventilating Co., LIMITED

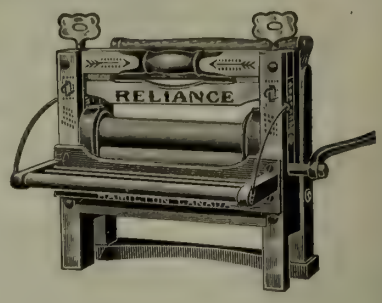
OWEN SOUND, ONT.

AGENTS—Canada Stove & Furniture Co., Montreal, Que. Christie Bros., Ltd., Winnipeg, Man. M. C. Drew & Son, Vancouver, B. C.



The Real Thing in Household Labor-Savers

There has never been a time since Washing Machines and Clothes Wringers have been on the market that **NEW CENTURY WASHERS and ARROW BRAND CLOTHES WRINGERS** were not the **Most Satisfactory Machines to Sell.**

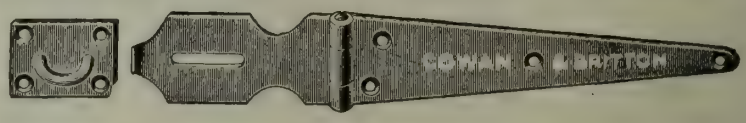


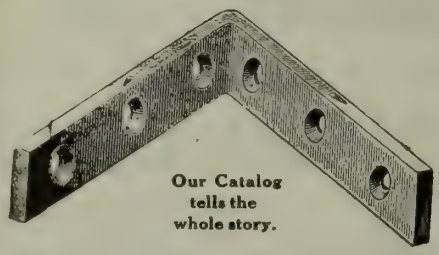
Repeat orders and increasing sales prove it.

Agents: W. L. Haldimand & Son, Montreal, Quebec. H. F. Moulden & Son, Winnipeg, Manitoba

Cummer-Dowswell, Ltd., Hamilton, Ont.

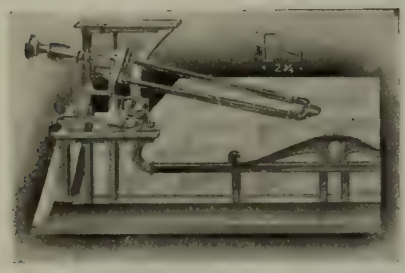
Builders' Hardware, Hinges, Hasps, etc.,





To secure new customers and retain both them and the old ones, you must sell the best hardware and offer it at a reasonable price. There never has been any doubt about the quality of our hardware and the price remains low as always, the lowest compatible with highest quality in material and workmanship.

COWAN & BRITTON Gananoque, Ontario
Established 1861.



CHARLES LINDSAY,
Rumford Works. 33 Great Hamilton Street
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. WRITE FOR CATALOG.

Canadian Representative—H. L. SOPER.
Post Office Box 1975 - - WINNIPEG

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - ONTARIO



SMART SALESMEN

by this first class German Painting Brush Firm WANTED in all the most importantcommercial towns in Canada. Applications, accompanied by photo and references, to be addressed to

R. L. STERKEL
RAVENSBURG, WURTEMBERG, GERMANY

To the Manufacturer or Wholesaler——

If it were possible to employ a traveller who could call on thousands of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth $200, $300 or $500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in this paper with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make thousands of calls a week for you at a salary of $4 to $8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

MADE IN BERLIN

THE

"ONWARD"

AUTOMATIC HAND POWER

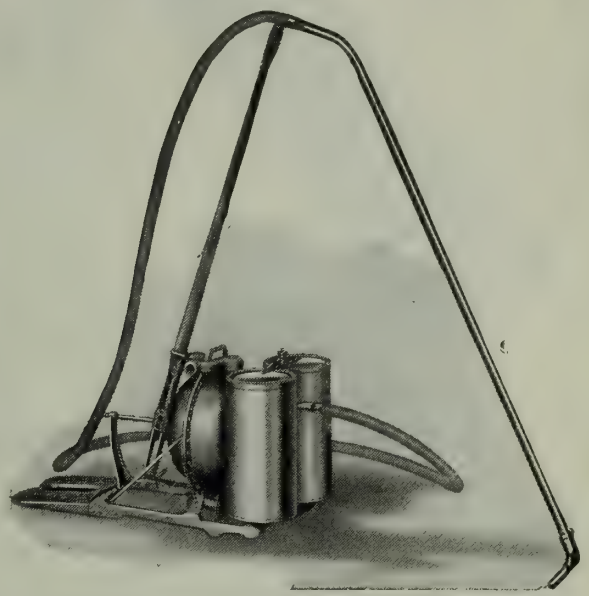
VACUUM CLEANER

Our new improved Models of "Automatic" Hand Power Vacuum Cleaners are now ready. The only Hand Power Machine that has proved a success and given satisfaction. It is the standard of efficiency to-day, and will last an ordinary lifetime. Our exclusive double tank device separates 96% of the dust automatically, without the aid of screens, baffles or water. Remember this machine "Blows" as well as "Sucks."

We guarantee that this machine will clean cleaner in ess time than any other Hand Power Vacuum Cleaner on he market.

Send your orders early, so you will have them on hand for Fall house cleaning.

Our discounts to Dealers and Jobbers are liberal Send for our free circular.



Manufactured by

Onward Manufacturing Company

BERLIN ONT.

Largest builders of Hand and Electric Power Vacuum Cleaners in Canada

OLD RELIABLE HOUSE

LION



BRAND

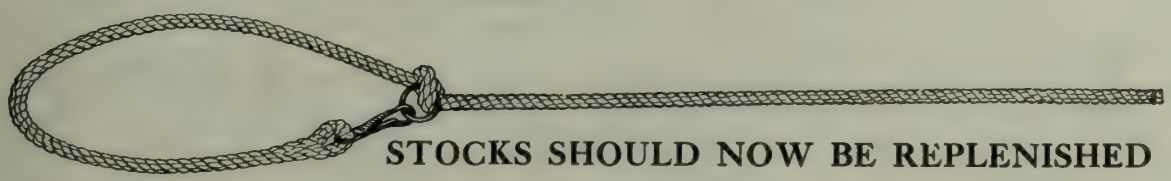
MAKES THE VARIETY

Consumers Cordage Co.,

LIMITED

MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of everything in Cordage, Twines, Packings, Yarns and Tarred Goods



STOCKS SHOULD NOW BE REPLENISHED

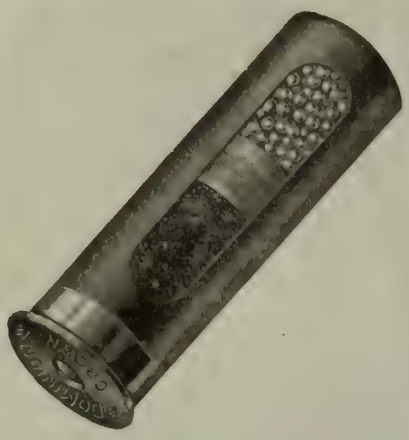
JUTE
Snap Halters, Packings, Twines.

RUSSIA
Halyards, Deep Sea Lines, Packings, Twines.

SISAL
Snap Halters, Clothes Lines Baling Cords.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

F. H. Andrews & Son, Quebec, Que.
Consumers Cordage Co., Limited, 22 Church St., Toronto, Ont. and St. John, N.B.
Tees & Persse, Limited, Winnipeg, Regina, Calgary, Edmonton, Moose Jaw, Saskatoon.
MacGowan & Co., Vancouver, B.C.



NEW
DOMINION "CROWN" SHOT SHELLS
(GUARANTEED)

The best Black Powder Shot Shells in the market.
Sure fire, strong, sensitive primers, no misfires.
All standard loads of powder, and sizes of shot in 10, 12, 16, 20 gauge.

IT'S A FULL LOAD,—NO SCRIMPING OF POWDER OR SHOT

We urge comparison of materials used.
Workmanship, and hard accurate shooting qualities.
"'CROWN' Shells are the best I ever used"—a common expression of experienced sportsmen.

Try a box—Catalogue sent upon request.

DOMINION CARTRIDGE COMPANY LIMITED, MONTREAL, CANADA





REPEATING SHOTGUN
Solid Breech Hammerless

CHOSEN—because it is the only bottom ejecting pump gun.
—because it is built to shoot hard and close.
—because it handles fast and balances perfectly.

Remington-UMC

At trap or blind, its short leverage enables the shooter to double without kinking or cramping.

Remington-UMC—the perfect shooting combination.

REMINGTON ARMS : : UNION METALLIC CARTRIDGE CO.
299 BROADWAY, NEW YORK CITY

Progressive Methods for Fall Merchandizing

How a Firm in Vernon, B.C., Have Succeeded in Clearing Out Their Overstock of Summer Goods—Meeting Mail Order Competition in Binder Twine—The Bold Policy of a Palmerston Firm.

With the rush of summer and harvesting business over, the hardwareman will now have time to turn his attention to fall merchandizing. There are many lines which can be made "best sellers" at this time of year. It is a fact, however, that to bring his fall campaign to a successful issue, the dealer must display energy and initiative. These qualities are needed particularly at this season of the year as the fall has come to be regarded as "between seasons," with the result that business would almost certainly lag if steps were not taken to keep it going.

As the proper displaying of goods is a very necessary adjunct to a successful campaign, one of the first considerations is to get all unseasonable lines out of the way, as much as possible. With this object in view many progressive retailers wind up the summer season with a clearance sale of all strictly summer goods. This serves a double purpose, for it not only makes room for the proper display of fall goods but it relieves the dealer of a great deal of stock, which he would otherwise have to carry over until the following year at a loss.

As an example of the good results which can be obtained in this way, reference might be made to the methods pursued by the J. W. Glover Hardware Co., Vernon, B.C. For the past two weeks they have been holding a clearance sale and, in order to make it attractive, a twenty per cent. discount has been advertised. The sale began on the first of the month and will end on September 15, two weeks' time thus being allowed to dispose of all summer goods. The Glover Co. explain their reasons as follows :

> "It is our policy to keep our entire Hardware Stock new and up-to-date ; we have no room for merchandise that is not seasonable, but we find on going over our stock that we have several lines of summer goods which we do not want to carry over. These are simply tail-ends of our immense summer stock and to clear them out entirely we offer them at big reductions."

Among the goods which they have been offering for sale are lawn mowers, haying tools, garden hose, screen doors, poultry netting, hammocks, watering cans and refrigerators.

Glancing casually over the list, one would not think it possible to sell goods of this description so late in the season. Nevertheless the firm in question have had splendid results and have been able to dispose of practically all their stock. People will buy when they can get good value, no matter what season it may be ; at least, the thrifty element will.

Arranging the Store.

With summer goods thus disposed of, the dealer will find the problem of featuring fall goods much less difficult to solve. The stove department can be enlarged by utilizing the space formerly given over to such bulky lines as refrigerators, lawn mowers, haying tools and screen doors. The stove department is of course, a prime consideration in the fall. It is highly essential that every dealer should provide good space for his stoves and heating goods. If possible, sufficient space should be allowed to show each stove in stock to advantage and make it possible to demonstrate them to customers.

Another good fall seller is binder twine The crops have been good this year in most sections and, as a result, there has been a satisfactory demand for twine. Business still continues good and dealers in agricultural districts will be able to sell a fair amount of twine for some time yet.

The writer has heard complaints voiced this season of the inroads made by mail order houses into the binder twine trade. "The departmental stores have been trying to 'string' the farmers into buying from them," declared one dealer. "Really though, the matter is too serious for punning. A lot of twine has been sold by mail order."

Meeting the Opposition.

Chalmers Bros. conduct a business in the town of Palmerston, Ont., which is situated in the heart of a splendid agricultural country. This year they decided that it would be necessary to offset the mail order campaign and this object they accomplished by publishing a comparison of their own prices and the figures advertised by a well-known catalogue house. Their own price for binder twine was 40 cents per hundred less than that of the mail order house. In order to make this price, Chalmers Bros put their binder twine business on a strictly cash basis.

Go to the Customer.

By the adoption of such measures, the home dealer can invariably rout the interloping catalogue house. People buy by catalogue, because the price looks small and they do not realize that, in ninety-nine cases out of one hundred, the home dealer can do just as well. When the merchant takes the pains to impress this highly important fact—as in the case of Chalmers Bros.—he does not find his trade suffering from outside competition thereafter.

Sporting Goods Department.

When the days begin to shorten, the dealer should accept this as his cue to prepare for the sporting goods trade. There is always a heavy demand for guns, ammunition, hunting bags, etc., from now on, for the fall is recognized as the season above all others for the sportsman. There is, in addition, the demand for football supplies and the skate trade looming up in the near future.

While visiting an Eastern Ontario hardwareman last week, the writer saw one of the clerks busily engaged on the difficult task of making an electrical sign in the shape of a star. On enquiry, he found that sign was designed to serve as the "piece de resistance" in a skate window display.

"We believe in getting ready well ahead of time," explained the proprietor. "In about six weeks or so, we will be able to start after the skate business and so about that time we intend to start off with a rather striking window arrangement. The boys put in whatever spare time they have in arranging for this display and for others, as well, which we have in view."

This instance speaks well for the farsightedness of the proprietor and the willingness of the clerks. A merchant, who will lay out his plans so far ahead, can generally be depended upon to lead his competitors, not only in that respect but in others as well ; and clerks who take an intelligent interest in furthering the plans of the "boss" will some day be bosses themselves.

The present time should be utilized to map out a progressive winter campaign. Many dealers are already placing orders for winter supplies, in anticipation of an earlier demand than usual. Even if the trade does not open any earlier, it is wise to be prepared for any emergency. The policy of early stocking is seldom found at fault.

Fall Business in the Sporting Goods Department

Methods of Adequate Display—British Columbia Dealer Has a Well Arranged Window of Sporting Goods—How Some Hardwaremen Have Gone About Getting More Business.

The importance of the sporting goods department grows with the advance of the fall season. There is already a good demand for certain lines but this will be steadily augmented from now on. There is even a call felt for such purely winter goods as skates.

Although there is every prospect of a brisk fall trade in sporting goods, no hardware dealer can afford to wait for it to come to him. It is not as though the sportsman must necessarily visit the hardware store when he needs a certain article. There are plenty of other places where he can go. The bicycle repair man very frequently carries a stock on the side, then there is the regular sporting goods dealer and, to further complicate the sitpation, merchants in many other lines are trying for a share of the trade. To keep up his end, the hardwareman must endeavor to make his stock a little more attractive than all others, and to impress on the sport lovers of the town more indelibly the fact that it is wise to deal with him.

Too much attention cannot be paid at this time to the arrangement of attractive window displays. Every man possesses a latent instinct, which prompts the desire—particularly at this season of the year—to take a gun and go off into the woods. It is, therefore, impossible for the average man to fail to feel an interest when he sees a window filled with everything that pertains to the chase. A purchase may have been farthest from his thoughts before he stopped but the display—if it is a good one—will stir up a healthy desire for some article and, in a great many cases, he will succumb to the temptation.

A Realistic Display.

Just such a window display was that shown two weeks ago in the store of Andrew Fulton, Enderby, B.C. It was cleverly arranged and had just enough suggestion of "nature's fastnesses" to attract every sportsman.

A miniature lake was shown in the centre of the window, hedged in very naturally by fir boughs. On the surface of the water, decoy ducks were shown. In one corner of the window a tent was pitched. The flap was drawn aside sufficiently to reveal a supply of the many things which appeal to the lover of the wild—even to the bannock pan and a pair of old shoes. The background was filled in with hunters' supplies, guns, etc.

The display was most complete and, in many respects, had been arranged with an eye to realistic effect.

This window was a great success. It attracted considerable attention and had a direct effect on trade, many sales resulting.

Give Prominence in Store.

The sporting goods department presents a wide scope for successful featuring. By setting aside a certain section of the store exclusively for the display and sale of this stock, it not only ensures a good business in that line but adds considerably to the appearance of the whole establishment. An excellent arrangement is found in a store at Guelph, Ontario, that of D. L. Myers. who is now conducting under the name of the Guelph Hardware Co., the business formerly owned by McMillan Bros. The sporting goods department is located in a room at the rear of the store, raised some feet above the level of the store. The sides are lined with cases containing a variety of articles from gloves to guns. Racks in the corners hold baseball bats, lacrosse sticks, fishing rods, etc.

This has the one advantage, that customers can carefully examine the stock without any restraint as a result of the proximity of other customers, practically isolated as the department is from the rest of the store.

The Value of Display.

There can be no doubt that display helps very considerably in making this department a success. In a great number of cases, however, the goods are given neither adequate space nor attention. A promiscuous pile of goods on a counter in an obscure corner, or a jumbled collection under a counter or in wall shelves, too often represents this particular department in the hardware store.

Getting After the Trade.

As a result of the rather keen competition in this line, it is generally necessary for the dealer to use his wits a little if he desires to get more than a mere share of the business going. Last fall, an enterprising Ontario hardwareman instructed one of his clerks to secure a list of all permits for deer hunting issued in that district. The clerk visited the office where licenses were made out every day and thus secured an early line on the men who were going to the deer country that fall. The proprietor lost no time in dropping personal letters to all the men on the list, suggesting that they call in and see him about supplies before leaving for the north. Quite a number responded and the proprietor in each case showed them what he had in stock. He had previously gone into the matter of camp comfort and necessities and was able to give them much advice, in addition to selling them certain supplies, which in many cases they had not previously thought of taking.

This is a tip worth following: Find out who have secured licenses and you will have a complete list of the men who are most likely to be wanting goods in this department.

Time, Place and Sign.

"I have secured a great deal of business by putting up signs," explained a dealer recently. "The ordinary fence-rail sign is, to my mind, obsolete, but if you can put up your sign at a place where the people most likely to need your goods can see it, then it is well worth while.

"There were three splendid spots for fishing in and around B—," he continued, "and at each place I had a sign put up advertising fishermen's supplies. Every angler who visited either one of the places would sit for several hours, probably, in full sight of my sign. If the fish refuse to bite, the average fisherman is inclined to blame it on his tackle. In such a mood, no one could refuse to give attention to a sign, right before his eyes, which read: 'Latest and improved tackle—Prices right at ——'s hardware store.' I put up signs at points where huntsmen were most likely to penetrate and it got them too.

"I had found business in sporting goods a little slack before that. Now we have all we can do."

The Skate Trade.

It may seem a little premature to talk skates but a word with reference to this branch of trade would not be amiss. Prepare early. The time is only a few weeks when skates will be in demand and the retail dealer should be ready before the early customer is.

Friendship in Business

High Business Ideals Expressed in Address of Revillon Bros. Manager at Edmonton—Merchants' Opportunities for Service —Prosperity Comes to Merchant Who Helps to Make His Locality Prosperous.

Once a year, the Edmonton branch of Revillon Bros., the large wholesale traders bring their customers together, and tender to them a banquet, at which addresses are given by officials of the firm, and others. This annual affair took place last week, and the address of J. E. Brown, manager of the firm was one which emphasized the value of friendship in business. Some high ideals of business life were expressed by the speaker, who said, in part :

" It is our mission and purpose, as well as yours, we believe, to help mould the future usefulness and greatness of this new-found land of promise. We believe in the use of modern economic methods to safe-guard and promote the commercial interest of the Dominion. We believe that in union of interests and sympathies there is wise council, strength and power. We believe there is a common brotherhood of interests between you and ourselves and that a better acquaintance will produce a union of effort and enlarged results. Your interests as retail distributors are identical with ours as wholesalers and anything that works to your disadvantage reflects likewise to our loss.

So, we not only give you a hearty welcome to our banquet table, as our friends in trade, but we ask you to come into our councils and let us mutually benefit from an exchange of ideas. We believe that merchants in the same lines have a common interest and that tradespeople in general are benefited by more friendly understandings. We believe that merchants who know each other well, have fewer enemies and more profits, and that such gatherings as this will yield larger dividends and stronger friendships. We are not selfish, nor do we want to monopolise your friendship, for it is like the loaves and fishes of Bible times, the more it is divided, the more there is of it. We welcome you to-night, because you are acquainted with our troubles, as well as our joys. We have the same problems to solve and the same end to gain. We feel safe in your society and councils. You are thinking, planning and working the same as we are. Your responsibilities are greater than any other class of citizens, because more is expected of you. Your city and your section of the country depend on you to mould the character of its religion, schools, society and politics, as well as its business. The commercial and financial integrity of your community depends upon its merchants. You are placed on school boards, church boards, bank boards, and if you are not careful, they will put you on the toboggan slide of a credit board. You hold the offices of your local Government, and from your ranks are chosen our Provincial and Dominion officials, and on your backs are then laid the sins of bad government together with the supposed spoils, or the empty crowns of good government are placed on your self-sacrificed brows.

There is something about the local merchant that makes his community look up to him. Men regard him with respectful dignity, women envy his wife, her good fortune, the boys regard him as a man of great riches and the idol of their dreams, and the girls wish their father owned a store, so they could feel the superiority of being the merchant's daughter. The average citizen considers it more honor to have credit with the local merchant than to borrow money at the bank, and it is much cheaper too.

This public regard for the local merchant is all very well and very pleasant, but it carries with it responsibilities and dangers that sometimes are more than you are able to carry. The man who is able to turn this privileged respect to his advantage and serve his community well at the same time, has risen to the ranks of the successful merchant.

The merchant who realizes that his patrons and the community must first be prosperous, before he can gather in the shekels, has the right idea. The man who starts a store in a community that is not self-supporting will have business that is not self-supporting, and he deserves no sympathy if he fails, which is sure to be the case.

Therefore, the broad principle of helping your country and taking an active part in its development and advancement is a commendable quality of every good merchant.

Now, gentlemen, as the representative of Revillon Brothers, who have a commercial history beginning two centuries ago in the old world, and following the course of the sun until they now encircle the earth with their places of business, each one an exponent of the immortal principle of fairness coupled with justice, we stand at the threshold of the last and farthest out commercial centre and welcome you as friends."

"The man who has a thousand friends,
Has not a friend to spare ;
But he who has one enemy,
Will meet him everywhere."

ANOTHER AMERICAN INDUSTRY FOR CANADA.

The trade have been advised of the taking over by the A. J. Reach Co., of Philadelphia, of the only Canadian factory equipped for the making of complete lines of baseball gloves and mitts and other sporting goods requisites.

The Reach factory in Philadelphia is one of the largest institutions of its kind in the world and they are the makers at the present time of a tremendous quantity of baseballs and bal requisites.

It is, therefore, a striking testimony to the importance of Canada as a baseball country that this large American concern should have siezed upon the opportunity to secure the only factory in this line which has ever successfully operated in Canada.

Many years ago the late Wm. Challenger started a factory for the making of leather goods, gloves, mitts, etc., in the old Arcade, on King Street, Toronto. Like many other industries, the Challenger business had to buy its experience as it went along, but by his industry and the support of one of the largest distributors of sporting goods in Canada, his business was finally firmly established so as to take its place in competition with what the market offered.

Meanwhile the operations of the Reach people in Canada, especially during the past season, assumed altogether new proportions, and upon the death of the founder of the Toronto factory above referred to, this factory has been taken over by the Reach people, who intend to operate this as a branch factory, and who have equipped it with the latest devices, making it as complete an institution of its kind as may be found anywhere.

As in the past a great many lines of baseball goods have had to be imported from the United States, selling at advanced prices equal to the amount of the duty over the prices attaining for the same articles in the United States, it should have a very important effect on the trade at retail, if, as is understood, the Reach line is to be sold at prices retail, in the majority of cases at exactly the same prices as the same articles are sold for in the United States.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

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THE EXHIBITION AS A STYLE CREATOR.

There is no doubt that the wonderful hold of the Canadian National Exhibition, upon the people of Ontario, and, for that matter, of all the provinces, is due to the fact that they always expect to find, at this annual affair, samples of the newest and best products of the industrial world. Those who contemplate the purchase of housefurnishings, or machinery, go there to note the latest tendencies of fashion, or the most advanced ideas of mechanism. Their decisions to buy, are largely influenced by what they see at the Great Fair, which thus bcomes a power in the creation of styles.

This fact was well illustrated in the case of a lady who contemplated buying a new dining-room table. A dealer whom she consulted, had endeavored to sell her a square table, saying that the round tables were going out of vogue. However, when she saw that all the model dining rooms shown in the Manufacturers' Building contained round tables, she decided at once in favor of that style.

The Exhibition has reached such huge proportions that many visitors, especially business men who cannot remain longer than half a day or a day at most, find after the Fair is over, that they have missed seeing fine exhibits of goods in which they are greatly interested. If their attention had been drawn to those exhibtis earlier, they would have made special efforts to examine them, and their fall and winter purchases would probably have been effected by them.

Coming just at the time when harvests have been garnered and when everybody is planning to make the home comfortable for the long winter, the Canadian National Exhibition is making the best of its opportunities as the arbiter of Canadian styles.

ELECTION AND BUSINESS.

Who is going to win next Thursday? Will Reciprocity Carry? Will there be a turn over? Questions such as these are being asked in offices, on street cars, and over the dinner table. Every one is interested but none are hysterical. That marks one great difference between the people of Canada and of the land to the South. Less than a week until election day and the business of the cities is hardly disturbed, the daily round of the farm is little altered.

When a Presidential election is in progress in the United States the whole country seems in an uproar. For months before, business is crippled. Wall Street is more unreliable than usual. Generally there is shown a spirit of "don't care;" and for months after the vote has been taken all is disturbed.

Every four years a Presidential campaign comes. One is to be waged in less than two years now, and already the people of the States are showing signs of uneasiness. Undoubtedly business is affected.

At the present time Canada stands face to face with a problem, which the big men ranged on both sides declare is a big problem. There are stories of men talking politics when they should be talking business. Yet after all how steadily everything is going. A few questions about the probable result asked, a few wishes expressed, and then business is taken up. Probably there will be but little done the day of the vote. The day after all will be excitement. Then the hardwaremen and all other business men will settle down to work undismayed.

It is a great strength; to be able to face an issue calmly; to neglect nothing because of it; to bear triumph or chagrin quietly afterwards. With men of this type behind the business interests the country is not thrown off her balance.

PLANNING A YEAR AHEAD.

"I always plan my work out a year ahead of time," is the statement ascribed to a veteran hardwareman. It may sound a little far-fetched to assert that it is possible for a merchant to lay plans as he goes along for the conduct of his business the following year, but nevertheless the idea is not in any sense visionary. There are many ways in which the dealer can plan what he will do the next year and thereby improve his trade very considerably when the time comes.

Experience is the greatest of all teachers. What a man learns in this rough school will prove most valuable if he takes pains to profit by it. How often a man is led by some circumstance to explain: "I wish I had done so-and-so," or "I will not do that again." The retail merchant, on looking back at the trade he has done each month, can invariably see some ways in which he could have improved his business, and some mistakes which he could have avoided. If he desires to profit by experience, he should make note of such observations and see that next year the improved ideas are followed out and the mistakes avoided. In this respect, it is both possible, and profitable for the merchant to lay his plans a year ahead of time.

He should do so in other ways as well. Very often people will call in to see a certain article, a stove say, but finally decide to make the old one last a little longer and not purchase until the following year. How many dealers make note of all such cases and see that these people are approached bright and early the next year? By keeping close watch, a dealer can provide himself at the end of each season with a list of "probables" for the next year.

By watching his competitors and reading his trade paper, the hardwareman can learn many new ideas which will better fit him to cope with conditions when the same season rolls around again. Yes, the veteran hardware dealer quoted above was not far astray. The thoroughly progressive merchant will always lay his plans nearly a year ahead of time. And he will always find that it pays him well.

THE HARDWAREMAN AND THE NEWSPAPER.

That hardwareman who has to hurry down to business in order to get there in time to go out for lunch is hardly destined to secure great success. Neither is the man who in his eagerness to get to the work of the day early, neglects to read the morning paper. The paper and the hardwareman should be close friends.

There can be no doubt of this. Criticisms of the papers are made with more or less justice, but when all is said and done the newspaper remains the best mirror of passing events that we have, and the successful hardwareman must keep in touch with the times.

He must read the news columns with this always in mind: "Can I benefit by this bit of knowledge?" And there is hardly a month that some agitation does not occur which the merchant might turn to his advantage.

A campaign is started against the lowly fly. "Swat the fly," becomes the slogan. Lecturers tell of the way flys breed about unsanitary garbage cans. It all appears in the papers. People are interested, and by putting sanitary garbage cans into his window; by advertising these; by displaying fly paper, the dealer gets many sales.

It is winter and the police arrest a number of householders who have neglected to clean their sidewalks. In the bright columns of the paper appears the skit:

"Take up the white man's burden
What Kipling says must go.
Take up the white man's burden
And shovel off your snow."

That should suggest to the progressive dealer the need of bringing snow shovels forward.

In fall, the papers speak of the flying leaves. This suggests to the merchant the need of booming rakes.

The newspaper should be the dealer's daily companion. It is full of ideas for him if he trains himself to see them.

THE LIGHTING TRADE.

The days are now growing shorter and the demand for lighting goods will soon be at its height. The fall is probably the best time of the whole year for the sale of lighting fixtures and supplies. The large number of new houses put up during the year, which need fitting up at this time, makes the demand for fixtures quite heavy. Then, every home, more or less, needs something new in this line in readiness for the long spell of winter evenings ahead. The lamp trade is at its busiest point now.

Hardwaremen who carry lighting goods should not lose any time in beginning their fall campaign. In the larger places there is plenty of opposition and, though the opportunity for business is good, no dealer can afford to wait for it to come. He must, at least, meet it half way by keeping his stock clean and up-to-date and by adequately displaying it. A good window display now will go a long way toward creating a lively demand.

The hardwareman who has not yet started in lighting goods should not let this opportunity slip. The trade is right in his own line and he can quite legitimately take it up. It carries a good profit and will almost certainly bring him new customers. It will serve as a stepping stone to a lucrative trade in the electrical specialties, which are so rapidly coming into general use. If local conditions are not too distinctly adverse, every dealer should consider well the advisability of launching into lighting goods.

WATCH THE MARKETS.

For several weeks past an advance in white lead has been expected. It was forecasted in Hardware and Metal three weeks ago. Since the last issue, the advance has come and the price now asked is $6.30 per 100 lbs. —an increase of 15 cents.

Early this week a representative of Hardware and Metal met a hardwareman who has a good paint business and who handles a large quantity of white led. "You have saved me some money," the merchant declared. "I saw that you predicted an advance in white lead and I promptly laid in a good quantity. Now I have enough to carry me through the season and will not have to buy at the advanced price. The most gratifying part of it is that I had given no thought to the matter and would almost certainly have been caught had not I noticed your warning in time."

The moral is obvious. No dealer can afford to neglect the study of current market conditions. By watching Hardware and Metal closely, the dealer will be able to keep himself informed on price topics and save himself many a penny in the course of a year.

POINTED EDITORIALS.

Watch the markets. It will help you buy to the best of advantage.

* * *

Stoves and paints are two articles to which the hardwareman should devote considerable time at present.

* * *

"A hot time in furnaces is expected this fall," said a stove manufacturer the other day. There usually is.

* * *

Ontario dealers should not forget to secure blank forms for recording sales of offensive weapons, from the department of Provincial police.

* * *

It is imposible to set any limit to the length of life of a newspaper advertisement. It may bring orders even after the article itself is long out of date.

* * *

The crowds which gathered about the exhibits of bicycles and motor cycles seemed to indicate that the old wheel is returning to favor, and that the self-propelled bicycle is to become more and more popular.

* * *

Where but one style of goods is used in the window there must be many others inside. But the one article may have greater drawing power than all at a certain season. More effective show windows are arranged by showing everything of something than something of everything.

* * *

By his advertising campaign and his window display the hardware man should show the people of his community not only what they want but what they need. Those who do not really know what they need are are legion, and the successful dealer is the one who can best see this need, and best bring it home to his customers.

* * *

What can be done in window displays was illustrated at the Toronto Exhibition just drawing to a close. There were exhibits there which drew crowds of people daily—exhibits of hardware lines too, which are not the easiest to arrange attractively. The best displays were those showing one line only.

* * *

Dust on store shelves will drive both customers and profits out of doors. Slowly but surely the stock on a dusty shelf will depreciate until it becomes practically unsalable.



A new view of the Canadian National Exhibition grounds, taken especially for Hardware and Metal. Lake Ontario is seen above the crowds.

Big Exposition Again Surpasses Itself

Canadian National Nearly Reached a Million in Attendance—Many Additions Contemplated for Next Year—Manufacturers Want More Space — National Scope of Exhibition Again Well Illustrated—Many Attractive Hardware Displays.

Staff Correspondence.

Toronto, Sept. 14.—With an increase of more than 87,000 over last year, and a total attendance of 926,500, the Canadian National Exhibition of 1911 has passed into history. These figures would have been greatly exceeded, had the weather been on its best behavior during the two weeks the exhibition was open.

The Canadian National Exhibition is known all over the world ; it is probably the greatest annual exhibition held anywhere.

Paved Streets Appreciated.

Many improvements have been made since 1910, among the most important of which were paved streets—a great convenience to the thousands who attended, and more particularly to those who were present on the two or three rainy days experienced. One of the important additions to the exhibition grounds' scenery was the Gooderham Fountain, standing among the Manufacturers', the Administration and the Horticultural Buildings. This was admired by all eyes. A large new building was also erected, known as the Manufacturers' Annex and the Women's Building. Of course, everyone knows that the location of the grounds is ideal, being pleasantly situated on one of the most beautiful sections of the northern shore of Lake Ontario.

Its National Scope.

Probably the greatest feature in connection with the Canadian National Exhibition is its national scope. This was particularly evidenced in the Manufacturers' and Industrial Buildings, where goods sold all over Canada were exhibited ; and in the Horticultural and Railway Buildings where products from the farm and garden from every province of the Dominion were shown. British Columbia was there in miniature with its splendid display of fruit ; Alberta, Saskatchewan and Manitoba, with their wheat and other grains ; Ontario and Quebec, with the products of their farms gardens and mines, and the provinces down-by-the-Sea also sent their exhibits and people to complete the national importance of this great annual event. Public spirited citizens have good reason to be proud of the splendid culmination of the exhibition.

For next year, many improvements are already talked of. Manufacturers want more room and they will likely get it. With the expansion of the Exhibition more restaurants are needed ; there should be more attention given to aquatic sports, and there will no doubt be more permanent pavements. A new police station, a new fire hall, and a building for provincial exhibits are being talked of, but probably the greatest change will be found in a new eastern entrance, with electric cars running into the grounds. The directors are working with a view to improving everything needed, and there is every reason to anticipate a great future for this exposition.

Many Hardware Specialties Displayed.

The hardwareman found much to interest him in the various Exhibition buildings. The stove displays were particularly strong drawing cards, and many dealers left orders for their fall requirements, after looking over the samples shown. Hardware specialties of many kinds were to be seen, and dealers in search of new business ideas were not disappointed. The trade was well represented among the hundreds of thousands of visitors, as was shown in the partial lists of hardwaremen present, published in the two previous issues of Hardware and Metal.

JAMES MORRISON BRASS MANUFACTURING CO.

For every householder, every hardwareman, and every plumber, there were articles of great interest in the display of James Morrison Brass Manufacturing Company in the Industrial Building. There were lighting fixtures in all the new styles, lavatories, J.M.T. valves, and marine brass work.

Undoubtedly the lighting fixtures appealed most strongly to the passing crowd. And the people had good cause to linger long inspecting these, for so wide was the variety, that all—no matter what the size of the home in which they live—could get hints from what they saw.

The new drawing room fixtures, beautified by many crystal pendants, were to be seen. Then there was a hall light called the Coronation, in which the crystals were constructed in the shape of an inverted crown—a beautiful chandelier. There were new designs in shower fixtures and domes suitable for dining rooms, and many varieties of mission and colonial fixtures, of the kind which are in demand for living rooms.

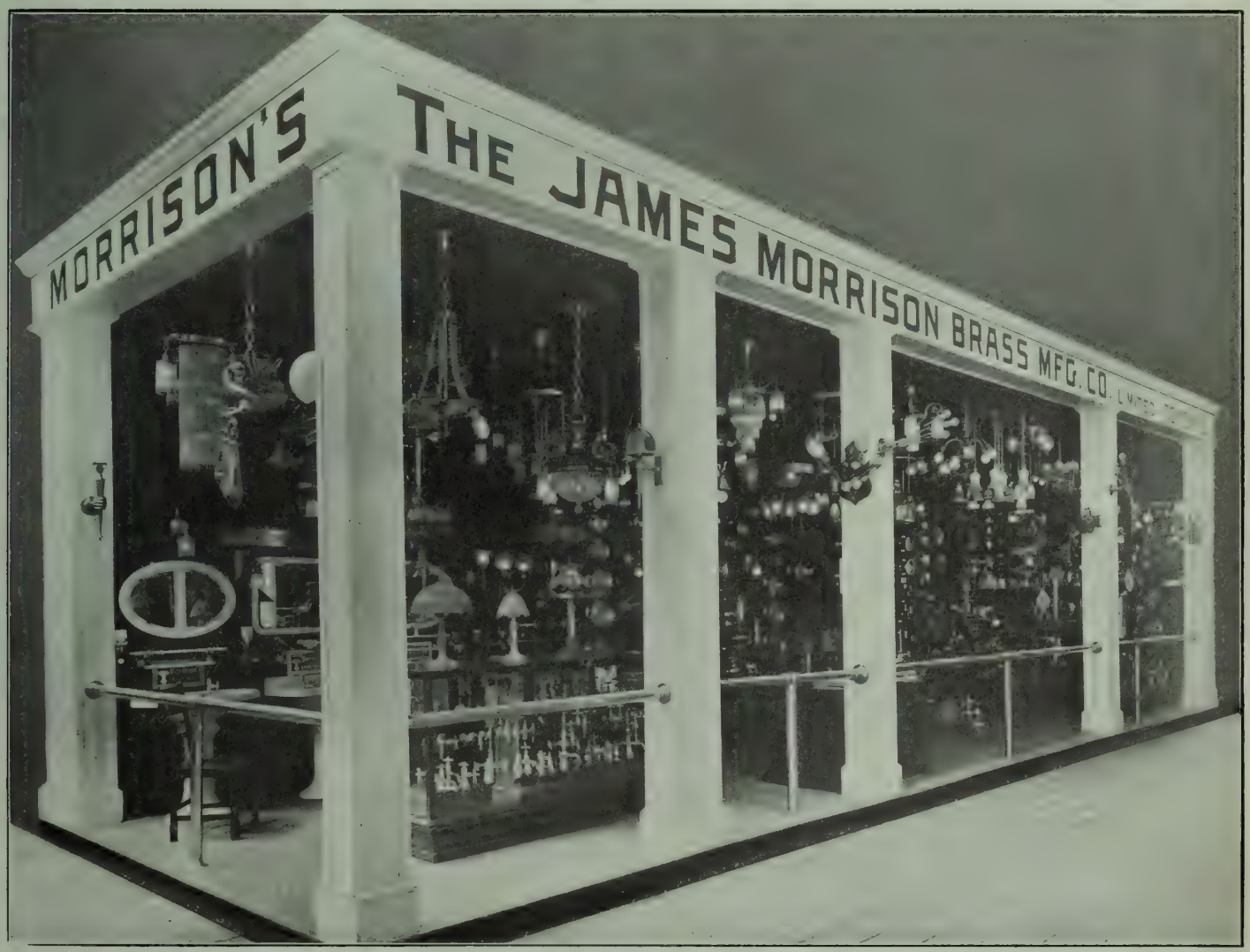
In another part of the large booth were shown samples of the company's Victorian Vitreous China Pedestal Lavatories and Tanks—the very latest product in sanitary ware, being both strong and durable. The glossy surface of these does not perish or lose its brilliancy of surface as is the case with all enamelware.

Still another feature of the display was a silent salesman in which were arranged J.M.T. cushion basin and bath faucets, also a line of radiator valves, and Foot Radiator valves. Fuller and Compression combination, shampoo and basin faucets were also shown.

At the other end of the exhibit were samples of engine brass work, steam gauges, whistles, safety valves, steam traps; also a full line of the celebrated J.M.T. valves and pressure regulators.

Nor was the firm's latest achievement forgotten, the J.M.T. High Pressure Injector being displayed prominently, and being carefully explained to all interested by those in charge of the exhibit. The High Pressure Injector has filled a long felt want in the injector market, it being suitable for high pressures up to 220 pounds. Dealers requiring high pressure machines would do well to consider this one. It has proven its worth, indeed the best recommendation of its efficiency which can be given is a reference to men who have been using the device. The High Pressure Injector has only been on the market a few years, yet its sales have aggregated high up in the thousands.

Other brass fixtures, such as J.M.T. and Ohio and Gresgam injectors were shown; also yacht fittings and a full corporation line.



CANADIAN NATIONAL EXHIBITION—Up-to-the minute lighting fixtures and brass goods, shown by James Morrison Brass Mfg. Co.

"STEEL GRIP" BRUSHES.

Brushes in all the varieties required by housewives, painters, curlers, and factory men, were displayed in the exhibit of Boeckh Bros. Company, Ltd., Toronto, in the Process Building. Whisks, scrub brushes, banister brushes, hair brushes, corn brooms and paint brushes —all of these were used in the display, the raw material also being shown so that even the hurrying passer-by might realize something of the care taken from the first step to the last, to produce a brush as nearly perfect as possible.

The exhibit was for all, but hardware dealers and painters were especially interested in the display, owing to the presence of the "Steel Grip" paint brushes. Members of the craft who have used these know their strong points. Others have heard of the brush and were anxious to examine it. So those in charge of the booth found many desirous of hearing that it is the high-grade bristle used which gives such a pliable and easy working brush : and that the patented compressed nickel ferrules holds these bristles practically for all time, and that the handle's shape permits of an easy hold.

Dealers, too, were careful to examine these paint brushes, for they felt that here was something they could present to their customers with the perfect assurance that their customers would be pleased.

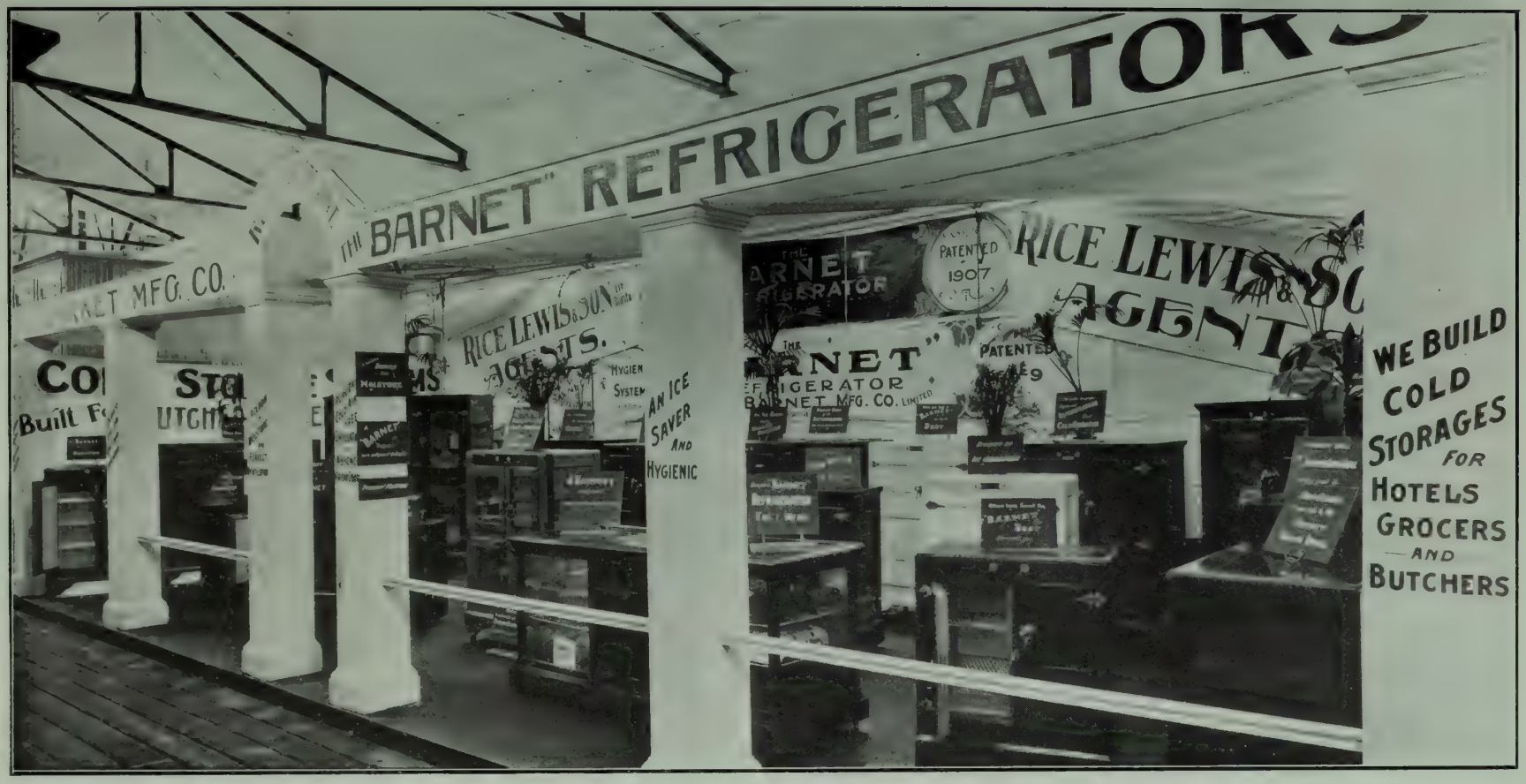
Among the specialties shown were the Automobile Cleaning Brushes and the Whalebone Dandy Brushes—both new and popular lines.

Broom corn as cut from the field stood amid the aids to cleanliness made from it. There, too, were samples, showing the different changes made in this corn before it is finally manufactured into the broom. Also the black and white bristles were shown in their raw state, the prepared bristles standing beside them to illustrate the difference the manufacturing treatment makes.

Another line which the company displayed prominently, and for which it is expected there will be an even greater demand this year than in seasons past, was the curling broom. Often these have been overlooked by the hardware trade. Curlers have used the ordinary broom for the simple reason that they have had such difficulty in getting the article prepared especially for their use. All followers of the great winter game are anxious to secure anything which will help their play, and the dealer who gets after the club in his town is sure to obtain a goodly amount of business. Letters from clubs asking to be supplied with curling brooms have come regularly to Boeckh Bros., but the concern prefers to carry on its business through the retailer.



CANADIAN NATIONAL EXHIBITION—Boeckh's Fine Display of Brushes and Brooms.



CANADIAN NATIONAL EXHIBITION—Barnet Mfg. Co.'s Great Display of Refrigerators.

BARNET REFRIGERATORS.

The outstanding feature of the Barnet product is the absolute absence of any odor or moisture. The syphon system of air circulation has enabled the makers to secure this great improvement in refrigeration. The ice box is always at the side or in the centre of the case, the air passing through the provision chamber at an even temperature.

One thing which the dealer would do well to dwell upon when explaining the article to a customer, is the easy manner in which it is kept in a sanitary and healthy condition. No water or sawdust such as is often found in other refrigerators, is in evidence here. A grating holds the ice a little above the bottom of the box. The melting water drops through this and is promptly drawn off so that there is no dampness whatever. The food being in a chamber to the side of the ice box does not have to be moved at all when the housewife wishes to scour the part of the refrigerator through which the melting water drains.

It is this which safeguards the most delicate food from taint.

This quality was brought out in the exhibit. In one refrigerator, near the front of the booth, was stored meat, fruit, onions, milk and butter. The glass doors enabled all these to be seen from the outside; and the air inside remains perfectly fresh and the milk and butter absolutely untainted.

It is this free ventilation which aids in keeping the inside of the case dry. Proof of this absolute dryness was given at the exhibition, for matches left within the food chamber were struck on the lining of the ice box.

But the natural food flavors which are preserved by this dry, ventilated refrigerator, are only the immediate benefits. A greater benefit is the assurance given against sickness. The number of typhoid cases which might be traced to the use of faulty ice boxes could hardly be estimated.

From the little refrigerator suitable for bachelors' apartments, to the huge ones used in hotels, all the models were displayed. There were the refrigerator showcases, suitable for meats; also a new product of the company, the large Barnet chef, especially made for hotels. The ice box in this is in the centre. On one side are arranged shelves, and on the other side tiers of drawers, especially designed to hold cut meat and pastry.

Of late the company has been installing a great many refrigerators and cold storage rooms in hotels. A specialty is being made of this, designs and specifications being given upon application.

AUTO STROP SAFETY RAZOR.

Seeing that the Auto Strop Safety Razor Co. has recently removed its plant and offices from Montreal to Toronto, it is natural that they should make a demonstration of their device in the Canadian National Exhibition, and the illustration shows their exhibit in the Arcade, adjoining the Manufacturers' Building. The electric figures seen in the illustration, compelled attention from all who passed by, and the claim that the Auto Strop razor strops itself was clearly manifested when the automatic figures worked the razor back and forth on the strop. Great amusement was afforded when, every few seconds, the image would turn his head to the crowd and deliberately wink at the audience and then go on busily stropping throughout the whole day. A large crowd was always watching to catch the wink, which is plainly shown in the picture of the larger figure.

Attendants were there to advertise the razor and to stimulate existing trade by explaining the action whereby the strop, being passed through the razor, acts as a belt on the rollers which govern the turning of the blade, and as the razor is passed to and fro over the strop, the action reverses the blade on the strop, and enables the user to obtain a keen edge for each morning shave.

The attendants explained that the Auto Strop Safety is the only safety razor in the world which can be taken directly from the strop and applied to the face, without taking the blade out and without taking apart, unscrewing or adjusting anything, and in which the blades remain in the razor indefinitely from month to month, saving blade expense, and giving a uniform shave from day to day with perfect reliability.

The slogan in their general advertising that "The Auto Strop Safety Razor strops itself" was manifested by the automatic figures, which never ceased in doing all that could be done by human agency in perfect stropping.

The company's office and factory is at 400 Richmond Street West, Toronto.



CANADIAN NATIONAL EXHIBITION —Exhibit of Auto Strap Safety Razor Company.



CANADIAN NATIONAL EXHIBITION—Stoves, ranges and heaters in great variety, shown by Moffat Stove Co.

THE MOFFAT STOVE.

The point of vantage in the stove building occupied by the Moffat Stove Company, Limited, of Weston, proved one of the most interesting spots in that interesting part of the fair. There, people from the city and the farm paused to examine the ranges on display. One could almost tell from the questions of these people from where they came. Those from the natural gas districts were keenly interested in the fine display of gas ranges. Those from the counties less favored by nature would have little to do with the gas stoves. Coal ranges were the articles in which they were interested. Indeed the coal range proved the most attractive feature. Householders from city and country alike looked over the various line with great interest.

The display was of great value. It showed many why it is that users of the Moffat stove are so pleased with it, and it enabled the dealers to get a fine idea of the new lines which the company is bringing out.

This is a time when good stoves are in demand. As a Moffat salesman said, "it is easier to get $50 or $60 for a range now than it was $30 a few years ago, for having come to realize that a range is used every day in the year, people are also realizing that a few dollars extra spent for a finer article is true economy." Quality will be remembered when price is forgotten.

To meet this demand for the best the Moffat Company has placed the Canada B Steel range on the market. This figured prominently in the exhibition display, its beauty attracting the attention of many women, and women, of course, are the stove buyers. The men merely pay the bill.

This stove, with its full nickel warming oven, front mirror frame and tile panels, is a work of art. But it is better than that. The nickel is finished like silver plate. There are no dead spaces or corners to collect dust. It can be wiped off and cleaned with an ordinary duster. That means much to the housewife and should be emphasized by dealers handling this line.

Moffat's Nelson B Steel range was one of the medium-priced stoves prominently placed in the display. Its semi-plain design and the heavy linings of the firepot, made from the company's "Crossford" brand of semi-steel, were among the good features emphasized by those in charge of the exhibit.

Among the gas ranges stood out Moffat's No. 16-58 Canada gas range. All its operating parts are in front. The oven burners are visible. The broiling oven is made to fit a large roast or fowl. The heat can be applied either to the top or bottom of the broiling oven, while there is a lower warming oven which is just the thing for boiling vegetables, the odors escaping by the chimney flue.

But there were many other varieties of coal and gas ranges. Then there was the kitchen heater, a little annex to a gas stove in which can be burned either coal or wood. It was not the least of the many attractive features in this attractive exhibit.



CANADIAN NATIONAL EXHIBITION —The Supreme Heating Co.'s showing of fuel-saving ranges.

READ WHY DEALERS SHOULD HANDLE THE SUPREME LINE OF GOODS.

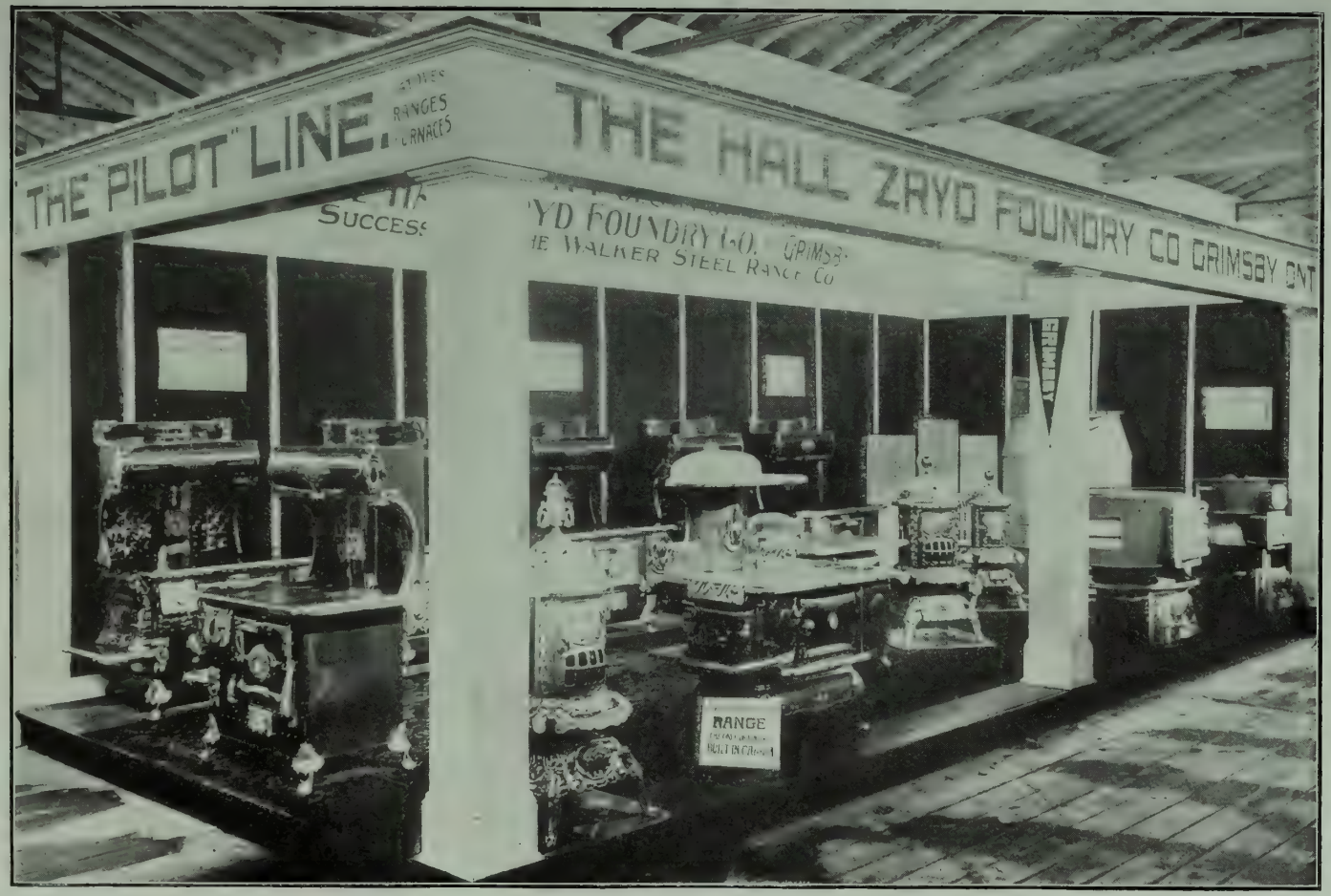
Supreme ranges were to the fore in the Supreme Heating Company's fine display in The Process Building. Other products of the company were on show too. There was the Modern Renown and the Star Herald Range. There were gas ranges. But it was the Supreme range which was most prominently shown, and which was most carefully explained to the hundreds of interested merchants and prospective stove buyers, by Mr. W. Hallarn and Mr. R. MacKeen, who had the exhibit in charge.

The Supreme Range is the Supreme Heating Company's pride. In it, a range has been turned out, the company's directors and salesmen feel, which is different from any other range—a range which will consume a minimum amount of coal and give a maximum amount of satisfaction.

Indeed this stove is guaranteed to do that. It is a front draft range, and experience has shown that it burns only half the fuel that does another range of the same size. Moreover, for half the full, it heats an oven quicker and better. This might be idle talk, but for one thing. The Supreme Heating Company guarantees the Supreme Range to do all this.

That means a lot to the dealer who handles the stove. It means first that he has practically no competition, as the Supreme Range is the only one with this front draft and the only one guaranteed to burn a half quantity of coal and yet to heat an oven more readily than any similar size stove. It also means that the dealer can sell the range for $10 more than he can any other. People are willing to pay that amount extra to secure this range, if its advantages are properly brought to their attention. That part is up to the dealers.

Salesmen for some other manufacturies, of course, sometimes attempt to show that this Supreme range does not do what is claimed for it. But the proof is ready in the hundreds upon hundreds of stoves all over the Dominion which stand silent sponsors for the truth of the company's assertion. Around Bowmanville and Peterborough scores of the ranges have been sold, and others are constantly in demand. It is so also in Toronto and in every other place where the range has been properly put before the people.



CANADIAN NATIONAL EXHIBITION—Hall, Zryd Foundry Co.'s display of stoves, ranges and furnaces.

HALL, ZRYD CO.

The newest and latest product of the Hall, Zryd Foundry Co., Grimsby, Ont., is the "Dreadnaught Pilot" cast range, "the only 'Dreadnaught' built in Canada," and this stove was made the central feature of the company's exhibit in the Stove Building.

Messrs. Hall and Zryd personally looked after the exhibit, and they were assisted by their representatives in eastern and western Ontario, Messrs. Norton and Cain.

The "Pilot Line" is the title given this company's products. The features of the "Dreadnaught Pilot" cast range are a square steel oven, duplex double-shaker draw-out grate, cast iron linings, large roomy ash-pit, large pouch feed door, swing gate door, powerful water-front.

The "Pilot Pillar" in six styles and two sizes; the "Pilot Peary," in six styles and two sizes; and the "Pilot Western" in six styles and two sizes, are also prominent lines that were shown, their especial points being commented on.

The "Pilot Brilliant" and "Pilot Oak" heating stoves, each in four styles and four sizes, proved attractive to a great many hardwaremen and customers who visited the exhibit. Each of these stoves has a centre dump shaker grate, and they are both high grade heaters.

The company's new Quebec heater is another line which appeals strongly to the public. It is not like the ordinary heater, its steel base and legs, and steel ash tray making it perfectly clean. This stove is made in two sizes, and in two styles, one with a round top, the other with a square top and two eight-inch cooking holes.

The "Pilot Success" furnace is working itself well to the front among hot air heating goods. It has proved itself successful everywhere. It is of Canadian design and is specially adapted for Canadian winters. In construction the radiator is divided by a baffle, giving the "Success" twice the fire travel of any other furnace. The combustion chamber is large and roomy and made extra strong and durable. There is a large air space between the inner side of the radiator and the dome which insures a free, quick circulation. The "Success" has a great many other special features principally devoted to economy in the use of fuel. It is guaranteed to save 25 per cent. of the cost of fuel.

The "Superior" furnace is made in one size only, and is adapted specially for small dwellings. It has an 18-inch firepot and is 42 inches high.

CANADA METAL CO.'S FINE EXHIBIT.

W. G. Harris, general manager of the Canada Metal Company, along with a number of the company's representatives, was busy welcoming the outside dealers who visited their fine exhibit arranged in Machinery Hall. Brightly lighted up as the booth was, the different lines manufactured were finely displayed. Of especial interest to the hardware merchants was the special babbit, "Harris Heavy Pressure," which is always sold through the hardwareman. It is the ideal metal for general machine bearings, and is greatly liked by the trade, since it is of that class of goods which brings repeat orders.

Other lines of metal shown were "Imperial Genuine," used especially for main engine bearings and heavy work, and "Imperial Tough," especially made for gasoline and marine engines.

The display of solder, in bar, wire, drop and block, was also large. The company makes this line in any shape and quality desired.

Heavy lines of ignot metals—such as pig iron, copper, tin, lead and spelter—were also displayed, to the advantage of some who had not previously been acquainted with the quality of metals carried by the Canada Company.

Since the last exhibition this concern has moved into its new factory on Fraser avenue. This was built especially for the company's use, and its ample space and fine arrangement enables work to be turned out so rapidly that orders can be promptly filled.



CANADIAN NATIONAL EXHIBITION—Canada Metal Co.'s fine exhibit.

GRAMM MOTOR TRUCKS.

To the Transportation Building flocked those men who deal in coal, sand, cement, or other goods which weigh heavy, and which require strong drays for carrying purposes. There they saw the great improvement made in carrying facilities—the motor truck; and notable among these trucks were those manufactured by the Gramm Motor Truck Company, of Walkerville. This truck is not in the experimental stage, but has reached its present efficiency as the result of ten years' experience. From year to year improvements have been made. Extra strength has been given here, extra reliability there. But for next year no changes have been ordered. The manufacturers do not contend that the 1911 model is perfect, but it is giving such satisfaction that at present they are unable to see where they can make an improvement.

In the Fair exhibit the Gramm Company showed its one, two, three and five-ton trucks. The various bodies which may be used on these powerful transportation devices could not all be shown, but pictures gave a good idea of these, and prospective buyers examined these with great interest.

To the inexperienced, one motor truck looks much like another, but a few of the good points of the Gramm trucks were readily brought to the attention of even the most inexperienced.

"A truck's usefulness begins at the end of the front seat." That declaration was readily understood. Using it as a text, all those in charge of the exhibit had to do to drive home their point was to show that the back of the front seat on Gramm trucks comes just at the end of the front wheels. That means the load is not all on the back wheels. It gives the truck much greater carrying capacity.

That Gramm trucks have this great carrying capacity has been proved and re-proved. A new car ran from Walkerville to the Exhibition—268 miles—in 19¾ hours. The company makes daily tests. Every truck is prepared to stand a strain 50 per cent. greater than it is guaranteed to endure. And before sales are made this extra load is often carried.

A Montreal pop man was slow in making a purchase. "I'll tell you what I'll do," he said. "If you put 4½ tons on that 3-ton truck and drive it up Cote des Neiges hill I'll take it."

The load was put on. The long, steep hill was negotiated without trouble. The sale was made.

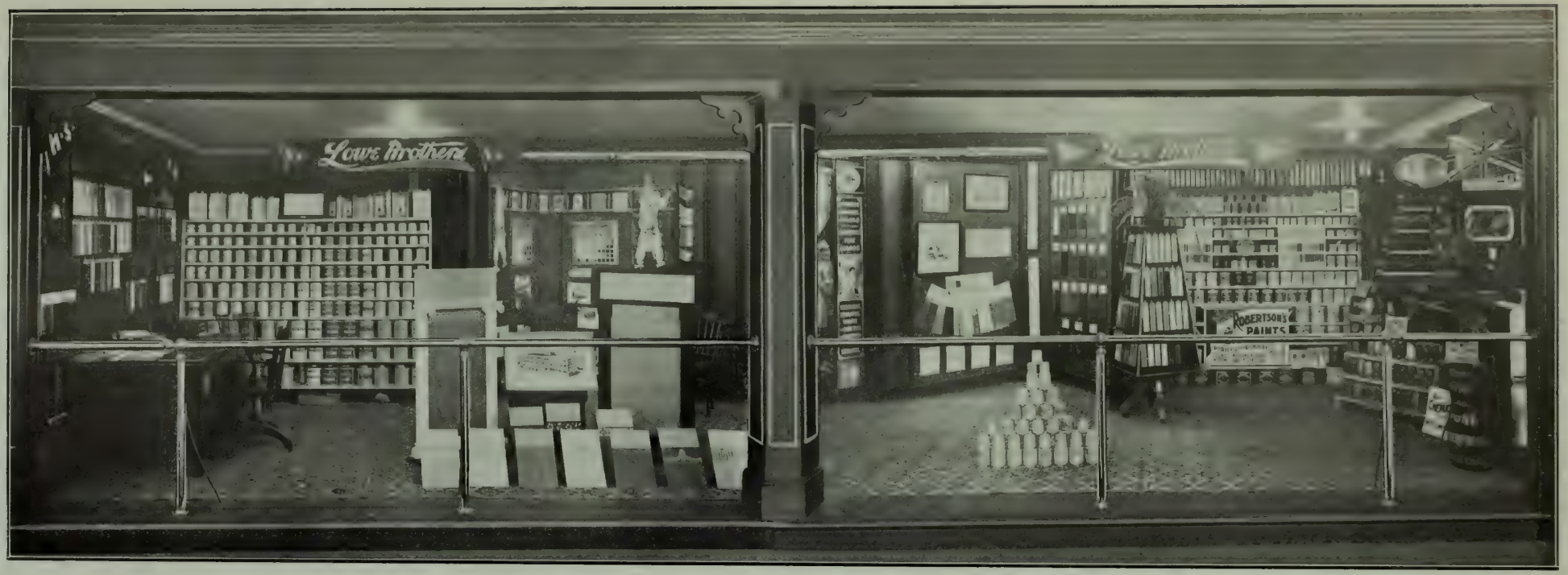
Snow, say some men, spoils the efficiency of the motor truck. That is denied, and upon good grounds. Last year in New York a storm interfered greatly with traffic. The only coal dealers to make their deliveries were those who used motor trucks. A truck—anyway, a Gramm truck—can go through snow where a horse cannot.

Good business men consider not so much what a machine costs as what it earns. The Gramm truck is giving its users many times greater carrying power than they have ever had before. Equipped with self-dumping boxes it enables a 6-ton load of sand to be dumped in 40 seconds. Any truck user can see what that means.

Then the company is turning out a great passenger bus which will carry twenty or thirty people. Demands for this money-maker are beginning to come in.



CANADIAN NATIONAL EXHIBITION—Hardwaremen Were Interested in These Motor Trucks.



CANADIAN NATIONAL EXHIBITION —The splendid display of Lowe Bros., Limited.

"HIGH STANDARD" PAINTS.

The large numbers of interested spectators, who continually lingered at the Paint Exhibit of Lowe Bros., Ltd., was evidence sufficient of its attractiveness.

Dealers, painters, architects and consumers were alike interested. The demonstrating work of the expert painter from the Dayton factory of Lowe Bros. Co., not only showed the fineness, hiding and spreading qualities of High Standard paint, but also educated the onlookers in its application.

"Mellotone," the new flat oil finish, was shown by means of large panels which gave visitors many new ideas about the interior decoration of fine homes.

Another important feature of their display was the large panels showing advertisng matter which is furnished gratis to dealers selling Lowe Brothers "High Standard" paint. This firm seems to realize the advantage of not only making highest quality paint products, but also giving the dealer every possible assistance in the way of high quality educational advertising matter to help him to sell more paint to the consumer. This is surely a business building policy which will be appreciated by Canadian dealers.

The company has carefully mapped out its mode of procedure, and this is the principle it has adopted for marketing the goods produced: "Make the best goods we know how and then supply the dealer with the most resultful selling helps, which we have been able to devise after our years of experience."

These helps for the dealer formed a good part of this attractive display. Well they might, for they appealed to the passing crowd as well as to the merchant. That, of course, is their purpose. The company gives these helps—these display signs, these color plates, these booklets—that they may be distributed wisely and lead people to buy.

Variety is the great thing nowadays, and the dealer who handles Lowe Brothers' paints is offered the greatest variety of advertising matter; among them were shown many unique window trims, transfers and celluloid store signs.

Paint and varnish panels of great variety also attracted the practical men. Beautiful panels they were. "I never saw better," remarked a veteran of the painting business.

The "Mellotone" display attracted much attention. Wall sections were shown, which proved "Mellotone" to be true to its slogan "Soft as the Rainbow tints," as the sections illustrated restful, flat, velvety effects. "Mellotone" has all the advantages of a cold water paint with the great additional advantage that, being an oil paint, it is washable and therefore sanitary.

It is a high-class paint that Lowe Bros. manufacture. It is a high-class trade they seek; and, fittingly, it is a high-class advertising campaign they conduct. No reckless claims are made,—that is not necessary where the goods are right. The line of procedure is more to interest people in painting—an educational campaign to lead people to see the wonderful improvement they may make in their homes by the tasteful use of "good" paint.

Three things impressed the dealer looking over this exhibit; the great interest taken by those passing; the high quality of the goods; the progressiveness of the company in preparing so many aids for the dealers. With all the help given, and the high-class goods standing behind, sales should come readily.



CANADIAN NATIONAL EXHIBITION—Benjamin Moore & Co.'s display of household decorating specialties.

BENJAMIN MOORE & CO., LTD.

The two big features of Benjamin Moore & Co.'s exhibit, were their specialties for interior decoration—"Muresco" and "Sani Flat."

As everybody knows, "Muresco" is a water-color finish, which is manufactured in a wide range of tints, and which possesses unbounded possibilities for interior decoration. Its soft hues combined with its ease of application, makes it an ideal finish for any room in any kind of building, whether private or public.

"Sani Flat" is a newer product, which has gained great popularity in the short space of time that it has been on the market. As its name implies, it is a sanitary coating with a dead flat finish. It is an oil rather than a water-color, and therefore any surface which it covers, may be cleaned with soap and water without affecting its original appearance. For decorating walls and ceilings, interior woodwork or radiators, there is no other finish which flows so evenly from the brush, and gives so pleasing an appearance, as "Sani Flat."

One corner of Benjamin Moore & Co.'s booth was occupied by a demonstrating table, on which a member of the staff demonstrated "Muresco" and "Sani Flat." This feature proved very interesting and always attracted a large crowd. The demonstration showed how easily even the ordinary householder could apply these materials.

Another line which was demonstrated, was Benjamin Moore & Co.'s new Cement Coating, which they have brought to a high degree of perfection.

Moore's House Colors, Moore's Floor Paint and Tile-Like, the well-known varnish stain were given prominence in the exhibit, which was designed throughout, to interest householders in decorating their premises, both inside and out.



CANADIAN NATIONAL EXHIBITION—Minature Surburban Houses Decorated with Ramsay's Paints.

A. RAMSAY & SON COMPANY.

Manufacturers exhibiting at the Fair have two ends in view—to interest the general public in their goods, and to show the dealer how he may handle these goods to secure the largest possible sales. A. Ramsay & Son Co., of Montreal, have hit upon a novel way of accomplishing this dual purpose, devoting their entire space to the display of a miniature suburban street, upon which stand four fine frame houses made beautiful by the use of Ramsay's paint.

To that exhibit flock men and women, and children in crowds. The novelty of the display, the truth of all the details —the miniature concrete walk passing before the houses and leading to them, the flag flying from the flag pole, the light shining from the house windows—all the combine to make the exhibit of great general interest.

The outside appearance of the houses speak for the paint. "I wish our house looked like those," remarked one woman as she paused to examine the buildings. Thus is the demand for the company's fine paint stimulated.

The model houses bring such good results at the Fair that it has been decided to use them throughout the entire year, and dealers making a paint campaign will be loaned these, that they may use them in their windows to show the fine effects secured from a tasteful use of Ramsay's paints.

"NEPONSET" BUILDING PRODUCTS

The many thousands of visitors who visited the Toronto Exhibition were attracted by the exhibit of F. W. Bird & Son, makers of the celebrated Neponset Products, which were situated just outside the east end of the Machinery Hall. It comprised a neat little building covered with the various Neponset Products, illustrating how the material can be applied with effect.

F. W. Bird & Son have certainly a wonderful history. In 1795 George Bird started this industry, and for over a century the business has continued in the hands of the same family in a direct line of four generations.

From the most modest of beginnings, has grown up this present largest organization of its kind, having two mills in Canada and three in the United States, warehouses and sales-offices covering both countries and agencies in all parts of the world. The daily capacity of the mills which feed this gigantic system is 300,000 pounds of paper, 600,000 sq. ft. of roofing and 800,000 sq. ft. of waterproof paper.

NEPONSET products now include different kinds of roofing for different types of building; all kinds of waterproof paper; waterproofing felt for foundations and tunnels; sanitary deadening felt; special insulating paper for cold storage work, waterproof fibre cases and waterproof case linings.

F. W. Bird & Son buy their raw materials direct from home and foreign markets at an enormous advantage, and manufacture their products in the entire with the most careful system of tests. They also maintain special departments just to test and improve the products and the machinery they use.

Personal co-operation is given to the dealer, and their system is such that it cannot fail to help a dealer in the sale of his other lines as well as NEPONSET Products. F. W. Bird & Son's main offices are at Hamilton, Ont., and if you are not already a NEPONSET dealer, you will do well to write and get in touch with their co-operation plan.



CANADIAN NATIONAL EXHIBITION—Miniature suburban houses decorated with " Neponset " Products.

A MODEL STORE FRONT.

Nothing could be more appropriate than the store front appearance taken by Pilkington Brothers glass exhibit in the Process Building. Immediately, this showed the passing merchant what a splendid effect he could secure by making a proper use of the proper kind of glass.

That store front spoke of fine displays—displays which would attract the passer-by—and every merchant knows that it is necessary to attract the passer-by in order to turn him into a customer.

A novel feature of this exhibition store front was the transoms, bevel plates with chipped and gilded letters.

But there was more to the display than the front. Looking through the great Pilkington plate glass show window, one saw a huge pyramid made of hundreds of squares of Pilkington sheet glass—sheet glass of different sizes. In all that pile weighed 2,500 pounds, and it bore mute testimony to the quality of the product, for had any one sheet been other than uniformly thick and flat, it must have broken under the tremendous pressure.

Further back in the exhibit were fine samples of lead work in copper and bevel plates, also wire glass in sheet sashes for factory purposes. The display, which was in charge of the company's travelers, attracted hundreds of glass men, and very many merchants who admired the fine show windows.



CANADIAN NATIONAL EXHIBITION.—Practical glass display of Pilkington Bros., Limited.



CANADIAN NATIONAL EXHIBITION.—Samples of Putz Cream and Silva Putz were distributed from this handsome booth.

FINE SHOW OF METAL POLISHES.

"Putz Cream Metal Polish will demonstrate its own worth."

So the American Metal Polish Company declares in its circulars, and at its fine exhibit in the Process Building it backed up the declaration by giving away samples of this cream, and also of Silva Putz, the famous silver polish. Both men and women crowded about the booth; some to tell B. A. Burke, who has traveled for the company during the past fifteen years, that they had tried and proved the goods; others to get the samples that they might see the effect a use of them would have upon their silver and their brass.

Putz Cream makes any metal look like new. It gives a quick, lasting polish, and is free from acid so that its use has no injurious effect upon auto or harness trimmings, or upon household brasses.

Like Putz Cream, Silva Putz has been steadily growing in favor. Small wonder, for by simply rubbing it on and off silver regains its original bright, lustrous appearance.

Silva Putz is the same this year as ever, coming with the same guarantee of purity, and still being put up in the same attractive form.

The interest in this exhibit—people continually crowded about it—explained the large and high-class trade which the American Metal Polish Company has built up.

CONVENIENCES FOR THE FARM HOME.

When the farmer comes to realize that there is something which he needs, and which he can get for a reasonable expenditure, a sale has practically been made. Previous sales and the interest taken in the exhibit of the Steel Trough & Machine Co., of Tweed, Ont., show that the farmer does feel the need of the sanitary liquid chemical closet which the concern is now turning out, and that he is delighted with the low price asked. It only remains, therefore, for more hardwaremen to secure the agency for this product. The demand for the closet is already great, and it is a growing demand.

No wonder! Medical health officers and boards of health are urging the use of sanitary liquid chemical closets. These, they say, are the only safe closets for use in houses not supplied with waterworks or plumbing.

The medical health authorities speak of sanitary liquid chemical closets generally, but among all the makes, that of the Tweed company stands out prominently. It is perfectly odorless, and the chemicals used kill all germs. It requires but little attention. It is the cheapest sanitary liquid chemical closet on the market, and yet for finish, efficiency and durability it cannot be excelled.

Show the family-sized closet to man or woman, explain its health-guarding qualities, then state the price—$18—the sale comes easily. For hotels, schools and factories the Tweed company makes a larger pattern, which retails at $25. The demand for this is brisk, too.



CANADIAN NATIONAL EXHIBITION —Sanitary conveniences shown by Steel Trough & Machine Co., Tweed, Ont.

Almost of equal importance to hardwaremen who have among their customers those unserved by waterworks was the Rowe sanitary lavatory, which had a prominent place in the Tweed company's Exhibition display. In a handsome, mirror-fronted upper tank water is stored. This supplies the tap which fills the porcelain basin beneath at the user's will. Then the dirty water flows down into the supporting pedestal, which is really a reservoir.

The capacity of the tank above and the pedestal beneath is such that a moment's attention every third or fourth day will keep the lavatory in perfect running order. It is a handsome, a sanitary, a labor-saving device for which a ready sale will be found.



CANADIAN NATIONAL EXHIBITION—Display Made by Alonzo W. Spooner Limited.

ALONZO W. SPOONER, LIMITED.

The Alonzo W. Spooner Co., Limited, again had an exhibit of the famous product "Copperine" in the Process Building, where the manufacturers and the mill men from long experience expect to find this old friend. Pile on pile stood the metal which for years has been used from coast to coast.

"Never anything better. Never will be," tersely stated the blotters which S. Bennett, the general manager of the company, and L. Boney, in charge of the exhibit, gave out. That opinion seems to be held by the hundreds who have used Coperine. But to the few—

to the young manufacturers—Mr. Bennett and Mr. Boney explained some of Copperine's good points. They told of its non-fibrous, anti-friction qualities, and found many old users to bear testimony that it is a box metal which will stand any gait, weight or motion. Copperine, declare the old users, is the best metal in use for overcoming hot journal bearings.

"Copperine is produced in Port Hope, the handsomest town in Canada," remarked one of the demonstrators. "It is Canadian-made and stumps the world."

Local loyalty may cause some to contradict the first part of this statement, but so many concur in the latter part that it is small wonder Copperine is carried by every wholesale hardware house from Halifax to Vancouver.

WEAR EVER ALUMINUM COOKING UTENSILS.

An attractive and interesting display of WEAR EVER Cooking Utensils was made in the Process Building at the Canadian National Exhibition.

Because Aluminum Cooking Utensils are bright in appearance, looking much like silver, a display of this ware attracts a good deal of attention, but those who visited the display of the Northern Aluminum Company found competent demonstrators who were glad to answer any questions concerning the use and care of Aluminum Utensils, and through interesting tests the housewife was shown how practical these utensils are.

The tests performed were simple and yet convincing. Those who have followed the WEAR EVER advertisements in the National magazines and in Hardware and Metal, are familiar to some extent with these tests. To show how heat passes through Aluminum twice as fast as through tin and three times as fast as through iron or steel, an Aluminum pan and an Enamel pan of the same size were held by the edges, and the sides opposite the hands were placed in a small flame of fire. It was found that it was necessary to drop the Aluminum pan much before the Enamel pan became warm. With this test full explanation was made for the reason that foods do not scorch readily in WEAR EVER Utensils, and how fuel may be saved by using them. Tomatoes were burned to a char in a WEAR EVER pan, after which boiling water was poured into the utensil and in a few minutes with a wooden spoon the utensil was cleaned so that it looked like new. A great many women expressed surprise when a pint of milk was, without stirring, boiled to one quarter of a pint, the milk not being scorched. When pan cakes and waffles were cooked without the use of grease using a WEAR EVER pan cake griddle and Waffle Mould, the fact was shown that such cakes or waffles were browned more evenly and were much more wholesome and healthful because they were cooked without grease.

The following established advantages of WEAR EVER Utensils were clearly brought out:

1. Non-poisonous. 2. Easily cleaned. 3. Sanitary. 4. Not soldered. 5. Do not scorch. 6. Cook quickly. 7. Lightness. 8. Durability.

The Northern Aluminum Company have a magnificent manufacturing plant at Shawinigan Falls, in the Province of Quebec, from which factory they handle aluminum in all its forms; Ingot, Cable, Sheet and finished goods. Their offices are in the Traders Bank Building, in Toronto, and they will be glad to hear from any hardware men who wish to handle an article of high quality, for the consumer remembers quality long after price is forgotten. The people who have tried WEAR EVER Cooking Utensils learn that it is not the question whether they can afford WEAR EVER but whether or not they can afford to get along without it.

WAR ON FIREARMS.

New York, September 1.—The police to-day began the admittedly difficult task of attempting to enforce the new state law making it a felony for anyone to possess a pistol or revolver without a license. The result was that the license bureau was besieged all day by pawnbrokers, dealers and collectors, police officers of other states, householders and others applying for licenses to retain their weapons. All were told that licenses would not be generally granted until the courts had interpreted the new law.

Meanwhile the police began arrests as test cases. An Italian was arrested just as he was coming out of a hardware store with a newly purchased shotgun for rabbit hunting this fall. The store clerk who sold the gun was also arrested. The police magistrate found that a clause in the new law to the effect that any person not a citizen of the United States who has in his possession a dangerous weapon of "any kind" shall be liable to a prison penalty of seven years, seemed to apply to the case, because the foreigner had never been naturalized. Judge Swann, in General Sessions, later declared that, in his opinion, the law was not intended to work injustice and should not be so interpreted. He paroled the prisoner.

The test was also carried to the pawnbrokers' business by the arrest of a pawnbroker who displayed firearms in his window and a clerk who had five revolvers in his desk. A young man who was found to have a revolver in his room was also arrested. All three men were held for trial.



CANADIAN NATIONAL EXHIBITION—Northern Aluminum Co.'s display of "Wear Ever" cooking utensils.

"Treasure" Steel Ranges

Are Leaders in the Steel Range Business

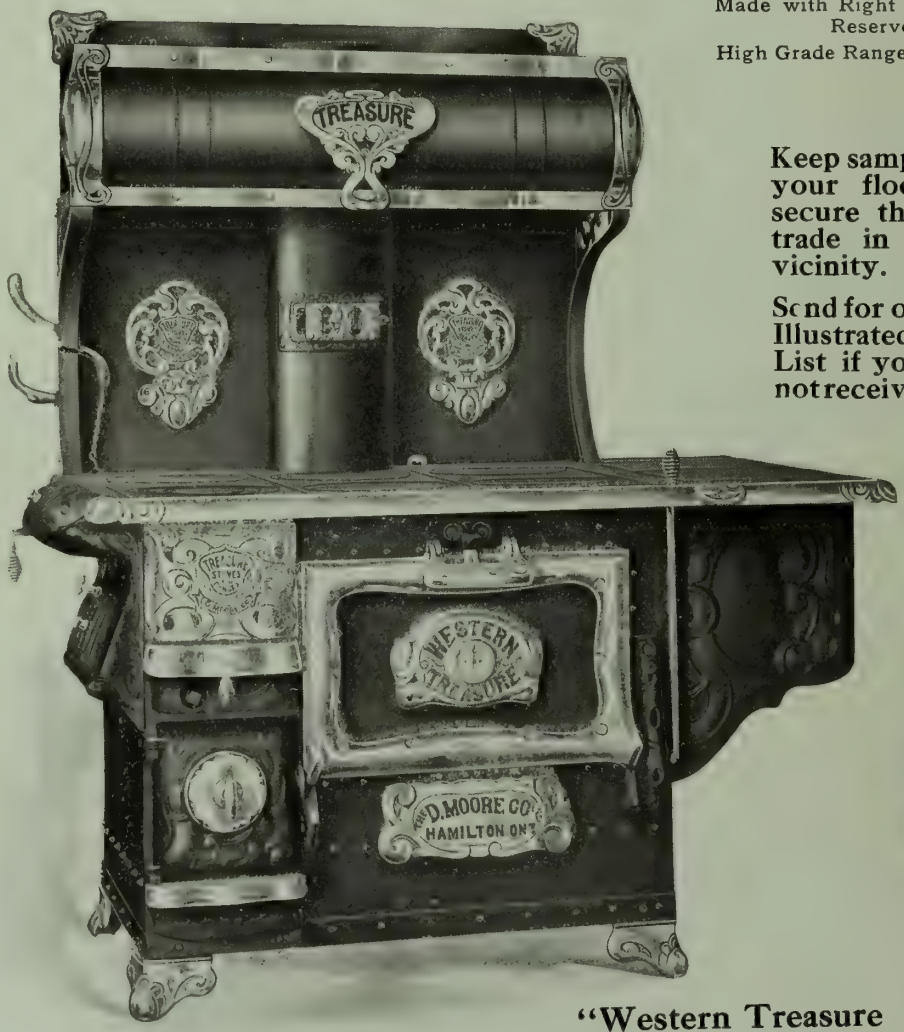
Made of very best Wellsville Polished Steel. Extra heavy. Will not warp or buckle. Artistic in design. Scientifically constructed.





"Domestic Treasure"
Made with Right or Left Hand Reservoir
High Grade Range at low price

"Sovereign Treasure"
with Tiled Closet
Made with Right or Left Hand Reservoir



"Western Treasure

The Dealer takes no chances with these Ranges.

We guarantee every one of them.

Write for Advertising Cuts.

We have a full line of them.

ADVERTISE

Keep samples on your floor and secure the best trade in your vicinity.

Send for our 1911 Illustrated Price-List if you have not received one.

Also Mrs. Toni's Treasure Booklet just out

TREASURE STOVES AND RANGES
D. MOORE CO.

MANUFACTURED BY

MERRICK-ANDERSON CO. WINNIPEG

The D. Moore Company, Limited
HAMILTON CANADA

JOHN BURNS VANCOUVER

Fall Advertising to the Farmer

The Local Newspaper Reaches This Class—Now is the Farmer's Spending Time—How Dealers Can Reach Out for Farm Trade—What to Advertise at This Season.

There are two big facts for the hardware ad.-writer to bear in mind just now. One is that the local newspaper has a large circulation in the near-by rural community; and the other is that this is the farmer's spending season.

As for the first fact, it is one that, perhaps, the hardwareman has not considered to any great extent. In writing his ads., he has always had in mind his town customers, and his copy has been almost invariably directed toward them. If this is not true of every dealer's advertising, it unquestionably applies to a good proportion, who have overlooked a splendid means of getting profit from their advertising expenditure.

Ask the editor what part of his circulation is among the surrounding farmers, and you will be surprised at what he tells you. Watch the rigs drive away from the post office on Saturday and notice how many of them are taking with them, a copy of the local weekly. You will be convinced that nearly all the substantial farmers of the district are readers of the paper which is published in your town, and may therefore be reached through its advertising columns.

The second fact referred to, that this is the farmer's spending season, is more obvious. The crops are in, for the most part, and the farmer has the money to spend. Moreover, with winter coming on, he has to spend it, in order to get his buildings and equipment in shape for the cold weather. A good part of his necessary expenditure just now, involves the purchase of goods which are handled in the hardware store. Why not make a strong bid for this money to be spent in your store?

What to Advertise.

Broadly speaking, the farmer may be interested in purchases along two lines. One concerns his home, and the other his outbuildings, or, as it might be expressed, his "plant."

Every prosperous farmer is spending money on his home in these days, making it more comfortable, more convenient, and more attractive in appearance. During the next six months he will spend most of his time in the house, and now is the time to put it in its most liveable condition. The hardwareman can increase his business by suggesting to the farmer the purchase of articles which will make him and his family more comfortable during the winter.

Perhaps some painting should be done to protect the buildings against the wintry elements. Some of the windows may require new lights of glass to keep out the wind and snow. Tell the farmer, through your advertisement, that you have the paints, glass and putty he requires. Persuade him to add some new lamps to his equipment—the long evenings are now on. Tell him how the weather strip you handle will shut out the wind and reduce his fuel bills. There are dozens of articles around the hardware store which he could buy to increase the comfort and attractiveness of his home just now. Sit down and make a list of such articles, then draw up your advertising copy in such a way as to invite his purchases of these goods.

As regards the equipment of the stables and outbuildings, it should not be difficult for the hardwareman to show the farmer how he can lighten his "chores" and increase the productiveness of his stock by installing some of the appliances which may best be purchased through the hardware store.

New cow ties will be required and perhaps the farmer will be interested in the newer stanchions. Modern devices for watering the cattle and cleaning the stables will cut his disagreeable "chores" in half, besides making his cattle more comfortable. Tell them about the watering bowls and litter carriers for which you hold the agency. Even if they cannot be induced to purchase these modern fittings, they may be in need of forks, wheelbarrows, or other requisites which are handled in the hardware store.

Making Farm Life Attractive.

"Keep the Boys on the Farm" would be a good slogan to adopt for an advertising campaign of this kind. It is a fact that disagreeable barnyard chores and uncomfortable farm houses have driven more boys off the farm than the hope of greater money compensation in the towns or cities. Farmers have come to recognize this, and the shrewdest of them are spending money on labor-saving devices and home conveniences, which will counteract the lure of the city.

It is only intended, here, to emphasize the importance of the farmer, as a fail trade prospect, and as a reader of local newspapers. Let the dealer make his ads. so interesting for the farmer that he will read them and be convinced by them that he needs some of the goods the hardwareman has for sale. The suggestions given in this article are somewhat indefinite, but every ambitious hardwareman who reads it will instantly think of some means of working them out to his advantage.

TALK BUSINESS.—Don't take up all the valuable time during which you are waiting on customers in talking about the weather. Make use of your time. Introduce some REAL business into your talk. It will be more to your advantage to say "We have just receieved another case of Blank's sauce, the kind you liked so well," than to talk on meteorological reports.

Your customer has already heard all about the weather in other stores and it will be a relief to her nerves, to have someone introduce something else.

WATCH FOR LEAKS.—Be on the lookout for any leaks in the business which may be cutting down the profits. You are in a good position to discover such things by watching and effecting real savings, you are making yourself just so much more valuable to your employer. For instance, you note that your smoked meats are drying out considerably. This means loss in weight. You had better, then, go to the proprietor and mention the fact to him and if possible give some plan for overcoming it. He will appreciate the interest you are taking in the business.

DID YOU EARN IT?—When the proprietor hands you your pay envelope on Saturday night, stop and consider. Have you earned the amount it contains? **Has the amount of money which you have received, been a good investment for your employer?** Have the returns been satisfactory? Think well over this matter and the chances are you will go back next week with plans to increase your usefulness to your employer. It is the man who pays a big dividend that gets the big salary.

CULTIVATE GOOD PENMANSHIP.—Remember there can be no excuse for a man to write so badly that the customer has trouble in deciphering the bill. Write clearly and make your figures so distinguishable that no doubt can arise. These things are little, maybe, but it is the small things in life that go to make up the sum total of big things. Don't imagine it would not be worth while to put in a little time o'nights at home with a copy-book. Other men—now big men in your business,—have done it. They consider those nights some of the best spent in their lives. Don't forget that nothing is ever really wasted.

Keeping Stoves Near the Front

How Some Dealers Increase Interest of Customers Who Don't Intend to Buy at Once—A Trail of Stoves Leading From Front of Store to Stove Department in Rear—Important Features of Stove Display.

When stoves are in demand, keep stoves to the front of the store. Such is the principle adopted by a number of the most successful hardwaremen. Even those who have special show rooms for their ranges, believe in keeping samples near the front.

Among the number who feel this is good policy is Mr. George Mathewson, Toronto. Work on an addition to his store on Queen street east is just being completed. The ground floor of this addition has been built especially to display stoves, and yet Mr. Mathewson now has ranges right at the front of his store, and he intends to keep them there.

Arguments for Front Display.

"It is good policy to do that, I believe," he remarked to a Hardware and Metal representative. "There are people who come in here for little things who will look at the stoves when they are at the front. Perhaps they have no need to buy one at once, but they examine them. They take a fancy perhaps to one of the ranges, and when they do want to buy they know where to come. They would not go to the back to inspect the stoves, for they feel that they could not well do this, when they have no intention of buying immediately."

In Mr. Mathewson's store, the stoves run right along one side. There are stoves in the window, stoves beside the door, stoves running back—a trail of stoves, which leads direct to the big addition at the rear, where specimens of all the ranges handled are now being set up. The arrangement of the stock is splendid. In a short time the salesman can take a customer from one stove to another. He can show the differences is the ovens, the water heaters, the finish. He can quickly help the purchaser to make a selection.

Some Other Methods.

Other dealers have different methods. Some devote one side of their store to the stoves, so that people must see the different models as they go along to buy the other articles for which they have come. It is an easy thing for a salesman to remark as he passes: "This, by the way, is our latest stove." Then he can show some of the new features, and before the customer knows he is deep in a discussion of the various kinds of ranges.

Perhaps the man sees at once that his stove is getting old, and that it would be to his advantage to superannuate it, and secure one of the latest models. Perhaps he has been led to see that he would save enough on his coal bill to make this worth while.

A Work of Education.

But such quick returns only come in a few cases, and yet it is worth the salesman's while to interest every customer in stoves—at least it is worth every salesman's while who makes his employers' interest his interest, and that is the only kind of a salesman who is worth while. Getting customers to discuss stoves, showing them the new features, interests them. It educates them. The results may not be seen that year or the next, but the results come.

This is an inside form of advertising. Suppose it is a woman who has looked at the stove. She goes home and looks at the range standing in her kitchen. She sees where it lacks those features which the enthusiastic salesman pointed out in his new model. She tells her neighbor of what she saw. Perhaps her neighbor wants a stove and buys one of the new pattern, but whether she does or not, the women have become interested, and sooner or later a sale may be expected.

This is an age when quick returns are wanted. People like to see the result of their efforts. Yet this educational advertising, this educational salesmanship, does bring results though they are not seen at once.

Wise Improvements.

The addition in Mr. Mathewson's store, made principally to afford him better accomodation for his stoves, has been carefully planned, and might well give some other hardware men pointers. The office has been moved to the side, enabling the light from a large side window to come directly into the store, and preventing any division of the front and back departments. A lift has been installed in one corner, which enables heavy materials to be carried speedily from the tin shop above. The cellar has been arranged as a work shop in which old stoves are repaired. Then at the extreme back of the store has been established the glass department, where the window glass is fitted into the sashes.

More windows have been cut in the end wall, so that the store is lighter now than it was before the addition was made. It is a splendid place in which to show goods.

Methods Employed by Successful Furnace Man

He Takes Particular Pains With Each Installation and Endeavors to Satisfy Every Customer—Posts a List of Instructions on Every Furnace Installed—This Man Has Forty-Six Contracts Now on Hand.

The present season promises to be an exceptionally busy one in the furnace trade. Despite the rather general impression that the growing popularity of hot-water and steam heating systems has made big inroads into the furnace business, the fact remains that the furnace man is busier than ever before.

"We are rushed with orders for furnaces," say the manufacturers. The writer visited the Toronto office of one big stove concern the other day and was astonished to learn that no fewer than fifty-seven furnaces had been ordered that day for immediate delivery. Other manufacturers stated that they had quite as much business as they could handle with convenience to themselves and their customers.

It is apparent that more furnaces are being installed than ever. Few houses are built now without a heating system of some sort and the furnace men are getting such a good-sized share of the business that they do not complain on any score.

One Dealer's Methods.

One Toronto dealer already has forty-six contracts on hand for installing furnaces. As this constitutes somewhat of a record for so early in the season, the writer paid the dealer a visit with the purpose of learning how he managed to get so much business.

"There are a great many things on which the success of a furnace trade depends," said this man. "In the first place, I do not believe in that time-honored, but now thoroughly discredited proverb that 'everything comes to him who waits.' The furnace man who waited for customers nowadays would

soon lose his agency. The manufacturer goes out after customers nowadays and he expects his agents to show like activity."

His campaign, he went on to state, was not carried out in certain seasons only. It was an all-the-year-around affair. He never heard of a new building, in course of erection or merely in contemplation, without making a note of it. He always endeavored to keep in touch with builders and architects and he got advance information in many cases. In this way, he was able to work up enough trade to make his furnace department the best paying part of the business.

"In the second place," he continued, "I have for years back been building up my business with an eye to the future. I have always striven to give utmost satisfaction in every job. A pleased customer is the best advertisement one can have. As you know, a furnace can sometimes be cranky and most men have had so much experience with indifferently working furnaces that they welcome one, which gives them little trouble, as a veritable gift from the Gods. If I can thoroughly please a customer, he becomes an advertising medium for me—an ad. which talks to the very people I want to reach, which is never withdrawn from publication and costs me not one cent per line. There is another side to the question. If the furnace does not please, the householder becomes just as vindictive as he was satisfied in the first instance. He goes among his friends, relatives and neighbors preaching against myself and the style of furnace I handle. A man in that frame of mind can do me several hundreds of dollars' damage in no time."

"To insure satisfaction," he went on, "one must carefully investigate every contract. I always make sure that the size of furnace ordered is sufficiently large to heat the house. It is sometimes necessary to literally force the owner to put in a bigger furnace than he had intended in the first place. The penny-wise-pound-foolish breed is still a numerous one. If I have to put in a size which is just barely large enough to heat the house, I do so without guaranteeing it and I let the owner understand that. Then he has only himself to blame."

Overseeing Work.

There is a great deal to be considered in fixing on the location and the lay-out of a hot-air system. A good furnace can be made to give the worst of results if care is not taken in arranging properly for the location of grates and cold air ducts. This man has always followed the custom of looking personally into every job. Before the work is started, he visits the house and goes over it thoroughly, judges what size of furnace is needed and settles on the lay-out of the system. Before the work is completed, he visits it again and sees that his instructions have been carried out to the letter.

Gives Instructions.

There is another difficulty which the furnace man has to deal with—the ignorance or incompetence of the householder. It is hard to overcome and it leads to much adverse and unfair criticism of the man who did the installing.

One resourceful dealer has, to some extent, rid himself of trouble on that score. Some two years ago, with the co-operation of the manufacturer, he compiled a list of "Simple rules for operating ——— furnaces." This he had printed. Before leaving a job, he always sees that a copy is stuck on the side of the furnace where it can be readily seen and consulted. Several more copies are handed to the people of the house and each rule is carefully explained.

This simple expedient has greatly reduced the trouble suffered from that source. It has not, of course, entirely wiped it out. That is too much to be expected. The careless and incompetent householder, like the poor, is "always with us" and always will be.

Careful Attention Pays.

By endeavoring honestly to give every customer satisfaction, this man has succeeded in doing so in a vast majority of cases. As a result, he now has a very large business and is installing furnaces at the present time just as fast as the manufacturer can supply them.

It pays to put one's best effort into every piece of work done—particularly in the furnace trade.

SELLING GOODS "LESS THAN COST."

A group of Hardwaremen were talking a while ago, and one of them quietly put the following question before his fellow dealers: "Can a Hardwareman afford to sell goods at less than it costs him to do business?" There was a diversity of opinion right away.

Mr. M. said that dealers could not afford to. But that did not settle the question, however. In all lines of business there are some classes of goods that one has to sell for less than what it costs to do business. There are many places where barb wire and nails, woven wire fence, etc., are sold for less. Since I have been doing business I have sold as many plows, for example, at cost or less than cost as I have for a profit. Why? Because I have had neighbors who have thought they could sell them at such a price and finally do all the business. I meet my neighbor's price whenever necessary. Years ago I made up my mind that I would sell some goods that did not pay a legitimate profit. If a customer comes into my house to buy any of that stuff, I will sell him something for two dollars that cost me one, and when the year is over I have a balance to the good.

But, as to the cost of doing business without a reasonable profit added, there is where the trouble comes. Take a man that buys a bill of goods; he pays 10 per cent. freight; sells it at $1.25, and thinks he is making a profit. He does not stop to think that if it cost him 15 to 20 per cent. to do business, that that cost goes on regardless of whether he is doing business or not. Instead of that bill of goods costing him $1.10 and making 15 cents, it cost him $1.26½ if the cost of doing business was 15 per cent. Instead of making money, he is losing 1½ cents. Whenever you get too many lines of goods on your shelves that do not bear a profit, you may go to the wall, because the expense will soon eat up the profits on your other lines.

Here Mr. K. stopped the discussion to say that no business man sells goods for less than cost, except shop-worn goods. There is no good business man that sells goods for less than cost, except that kind of merchandise.

Mr. T. at once "took the floor" and said he endorsed what Mr. M. had said. His statistics are almost like my own establishment. On our $45,000 annual business it cost 10 and a fraction per cent. freight to deliver that Hardware to the store, and some drayage. It costs 15 per cent. to handle the business, making 26 2-3 per cent. total expense of the first cost of the goods to land them into the house and dispose of them. So you see, when a man pays $1 for the article, 10 cents for delivery —that is not all. Consequently, we have to sell them for $126 2-3 before we make anything at all.

The Judge, who had been puffing away on his Havana, now spoke up and said that it is generally conceded by everybody that has investigated the matter that one cannot do a general hardware business on less than about 15 per cent., and that is conservative. In my business I find the average is about 15 per cent. of the selling price. If that is true, the only question we have got to meet is, Can I sell anything for less than that per cent. and make money? The man who takes the position that you cannot, I believe will have to go out of business.—Hardware Dealers' Magazine.

Remember the Moving Time

Hardwaremen of West Toronto Have secured Business by Displaying Goods Likely to be Needed by Those Going Into New Homes—Other Dealers Might Well Adopt This Plan.

Hardwaremen of West Toronto declare that their late August and early September business has been better this year than ever before. They attribute this to the rapid growth of the district, and undoubtedly that has much to do with the satisfactory condition of affairs. But an inspection of the West Toronto hardware stores shows that the dealers have themselves to thank in no small degree. A building boom will not materially help those who don't take advantage of it. But the West Toronto merchants are not of that slow type.

They saw that many people were moving into new houses. They observed that others were moving from one dwelling to another. They realized that all those making a change would find something lacking in the new home—something of which they would feel the need.

So these dealers brought to the front those articles which they expected would be called for—door knobs, new locks, hinges, window sashes, window shades, varnish, paint. And by showing these articles prominently they made, and are making, the new householders and tenants recognize their need.

Many dealers might take a hint from these progressive hardwaremen of West Toronto. They might remember that the fall of the year is the time when many move, and that moving always results in the mover feeling the lack of something used regularly in the old home. By displaying the goods which he considers may be wanted the dealer will multiply his sales. If he delays action he is sure to lose business, for with every week in the new home the lack of the old fitting will be felt less and less.

CHANGE IN STOVE BUSINESS.

The stove manufacturing firm of W. J. Copp, Son & Co., Fort William, is about to undergo an important change in management, which will probably have been consuminated by the time this appears in print.

Mr King, until lately superintendent of McClary Mfg. Co.'s foundry, together with Mr. Kilpatrick, of the Canadian Iron Corporation, are the leading outside spirits in the new company, of which Mr. King will assume the general management. Several Fort William men are also interested in the new company, and their purpose is to enlarge the plant considerably to meet the demand which W. J. Copp, Son & Co., have always found it difficult to satisfy.

The new company, some little time ago, obtained an option on the Copp plant, and the City of Fort William submitted to the ratepayers, a by-law exempting the company from taxes for ten years, excepting school rates, and guaranteeing their bonds to the extent of $150,000, for twenty years. This by-law was carried on the 5th inst., and the new company promptly accepted the option they had taken on W. J. Copp, Son & Co.'s plant, although, up to the time of writing, it had not been formally taken over.

The new company will presumably give the firm a different name, but no announcement has yet been made on this point.

SHOWING GAS GOODS.

Tillsonburg, Ont.—The inauguration of natural gas in this place was accompanied by a number of demonstrations and large sales in local hardware stores.

C. W. Conn had an expert at his store for several days, explaining the methods of cooking and heating by gas. All callers at the store were given cookies, baked in a gas oven, and at night the store was illuminated with gas.

Pow & Wilcox had a handsome display of gas fixtures and shades for lighting purposes. Large crowds were attracted.

E. I. Torrens made a fine display of ranges, heaters, fireplaces, etc., both windows being given up for this purpose. He also had an expert to demonstrate the manipulation of the lines he is carrying.

Good displays were also made by W. J. Penny, H. G. Coomber, and Shearing & Flanders.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

PUMPS AND HAY TOOLS.

The products of F. E. Myers & Bro., Ashland, Ohio, are ably set forth for the attention of dealers in their Catalogue No. 50, which they have just issued. This catalogue of over 400 pages, embraces many additional new pumps, cylinders, hay tools and door hangers, which have been added to the company's line, and verifies their rapid growth and general equipment.

Hardware Letter Box

"Duresco."

A. G. Dobbie & Co., Brockville, Ont.—"Kindly let us know the name and address of the firm manufacturing a cold water paint called "Duresco."

Duresco Silicate Paint Co., 703 Union Building, Newark, N.J.—Editor.

Watering Troughs.

Doherty Bros., Kinmount.—"Can you tell us where we can buy watering troughs in sheet metal?"

Metal Shingle and Siding Co., Preston, Ont.; Steel Trough and Machine Co., Tweed, Ont.—Editor.

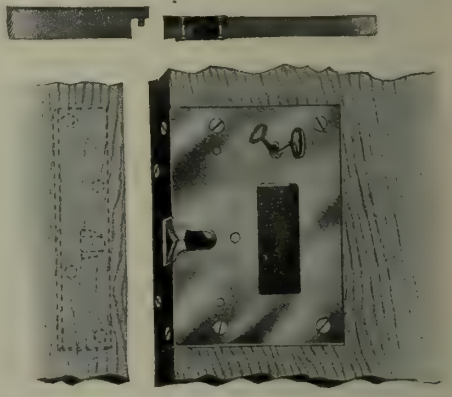
Paint for Galvanized Iron.

T. Hugh B. McCullough, Chatsworth, Ont.—"Can paint be used on a galvanized iron tank, without injuring the water? What paint would you suggest, which would be absolutely non-injurious?"

Nearly all the paint manufacturers advertising in Hardware and Metal have special products for coating metal, which would be suitable for this purpose.—Editor.

SLIDING DOOR LOCKS AND LATCHES.

The Richards-Wilcox Mfg. Co., Aurora, Ill., is placing on the market their No. 510 Nobreak Steel Lock. Although similar to their No. 500 style, this lock is made for sliding doors where outer stiles are narrow, the lock being only 5⅛ inches wide. Being a lock, latch and pull combined, this No. 510 Nobreak is



most satisfactory and serviceable for garage and boat house doors, stables, factories, warehouses, barns, etc. The above company also makes a new sliding door latch only, similar in design and somewhat smaller than No. 510 Lock. These locks and latches are inexpensive, furnished in their regular dead black finish and in antique copper and solid bronze.



By "Mack."

Looking through the advertisements of the manufacturers in last week's edition of Hardware and Metal, my attention was fixed upon the headlines of a varnish maker's space which opened with the words "Do not Gamble." Good advice for merchants whether in reference to buying goods in unusual quantities for their own business or engaging in speculation entirely disconnected from it.

Forming part of the philosophy of perhaps the majority of men is the view that chance or fortune gives a favorable or unfavorable turn to their enterprises, and these men are sometimes deluded by their belief into explaining failure by quoting the phrase "Luck was against them." If the expansion of buying optimism leads to overstocking a store with goods which cause business to progress at a disadvantage it is unreasonable to palliate our deficiency in judgment by attributing it to luck. More often this condition is due to ignorance of the law of demand and supply and not a punishment by the Blind Goddess of Fortune.

To the business man whose equipment in energy and capital is equal to the demands of his own business, the temptation to test his sagacity and fortune by engaging in mining or real estate ventures, is strong. The routine of the store becomes commonplace and regular tasks are held in contempt. The success which attended the efforts of his friends appears dazzling and he resolves to try for the prizes which are held out to him, apparently within easy reach. He listens to the land seller, and the daily paper which formerly gave so much home restfulness to read after business hours is now reduced to the space occupied by the quotation columns on the financial page. Should profit be slow in developing, there is a most uncomfortable period to be met. The banker's eye takes on a different and forbidding power which prevents his making a request for the consent of the manager to overdraw his account for the amount necessary to meet his obligation to the broker and others. The instinct for the acquisition of money is stronger than the common prudence learned from years of patient attention to the details of his pursuits and a handicap is placed upon a conservative business which will have to be endured for years. The wholesale jobber who has for a customer one with a tendency for speculation soon learns about it through regular channels of trade information, and curtails his credit and exercises a close surveillance over the account.

Few of us who are gifted with the capacity to manage in one field only, for which we have received a training, should expect success in an untried sphere such as speculation with its attendant confusion and disorder of fluctuating values. A man must be either a straight business man or a professional speculator.

MARKETS IN BRIEF.

Winnipeg.

Iron Pipe — Some declines noted.

White Lead.—Advanced 10 cents.

Montreal.

White Lead.—Advanced 15 cents.

Turpentine.—A little easier.

Linseed Oil.—Market is higher.

Toronto.

White Lead.—Advanced 15c.

Tin.—Reduction of 3 cents.

Lead.—Advance of 5 cents.

Twenty Years Ago

In the Canadian Hardware Trade

The following extracts are taken from an article on "Canada as an Iron Making Country," in Hardware and Metal issue of September 12th, 1891. In view of the rapid strides made by the iron and steel industry in Canada, of recent years, these comments of twenty years ago will be particularly interesting.

"In 1889, the total quantity of iron produced in the Dominion was not more than 58,783 tons, while the total quantity of iron ore produced was not more than 84,000, which would probably correspond to about 40,000 tons of pig iron. This record would be a poor one, even if Canada were a country entirely destitute of mineral resources. But, so far from such being the case, it is well known that Canada has mineral resources, and especially resources for the manufacture of iron and steel of a very superior order indeed. In Ontario, in the North West territories, in Manitoba, and in Nova Scotia Canada has resources of coal and iron that are hardly to be excelled in any part of the world.

"It has been stated again and again that Canada possesses in the coal and iron ores of Picton County, the means of producing iron and steel more cheaply than it can be produced on any other part of the American Continent.

"If it be true that the cheapest iron in the United States is made in Alabama, then should it not be forgotten that in that state, for at least six months in the year, the intensely hot climate is inimical to continuous labor and that such labor as is available, is largely that of negroes and convicts, whereas in Nova Scotia there is a hardy and industrious population, who work in a climate that is favorable to a high amount of exertion all the year round. What, however, appears to be one of the most important elements in the case of Nova Scotia, is the proximity of both coal and iron, and consequently of the seat of manufacture, to the excellent Atlantic harbor of Pictou, whence shipments can be made all the year round. This, is an almost, if not absolutely unique circumstance on the American Continent. If any part of the great American continent is ever to become a centre for the manufacture of iron, and for exporting the iron so manufactured to other lands this would appear to be the locality specially marked out by nature, for such a career."

"With pleasure we welcome to the business fraternity of Cobourg, a young man who is well and favorably known in our midst. We refer to A. R. Dundas, who has purchased Geo. D. Vosper's entire business, and predict for him great success. Mr. Vosper has built up a large business during the last ten years, and we take pleasure in chronicling the fact that his successor is thoroughly practical and efficient in all the branches of the trade."—Cobourg World.

Editor's Note.—Mr. Dundas is one of Cobourg's best business men to-day, and is numbered among the most progressive stove dealers in Ontario. Hardware and Metal has had frequent occasion to comment upon his up-to-date methods.

HARDWARE TRADE GOSSIP

Ontario.

W. K. De Long and Harry M. Isaac of Oshawa, have dissolved partnership.

The ratepayers of Fenelon Falls carried the by-law, granting concessions to the Art Iron Limited.

An addition is being built to the south end factory of the McClary Manufacturing Company, London.

J. R. Gordon, Hespeler, has disposed of his hardware business to Morris Brewster, Milan, Washington. Mr. Brewster took possession this week.

Wm. C. McFarland, Parliament St., Toronto, who has recently gone under a rather serious operation, is now reported to be progressing favorably.

The by-law guaranteeing the bonds of the company which is taking over the plant of the W. J. Copp, Sons & Co., Fort William, was carried by a good majority.

A brick and cement warehouse is to be added to the factory of the Hobbs Manufacturing Company, London, manufacturers of plate and stained glass. The addition will be 50 by 100 feet.

A clever check artist has been operating in Hamilton, and was smart enough to get rid of three checks which were good for nothing, so it is charged. The largest amount was $20, which he got from William H. Webber. The alleged artist put up a good story in each case about how he was representing a good hardware firm in Buffalo, and showed several papers by which he made himself known to his alleged victims.

Western Provinces.

Stewart & Miller have succeeded to H. Parker's hardware store at McAuley, Man.

L. A. Leavens, Welwyn, Sask., has under way the construction of a new store 60 x 22 feet with furnace basement and plate glass front.

Thos. Millard & Son have acquired the hardware business of C. A. Hamilton, and J. S. Barrie & Co., Cypress River, Man.

On Saturday morning Taylor's hardware store, Carberry, Man., was entered and about $200 worth of goods taken as well as $40 in cash. The thieves are supposed to have gone to Brandon.

Maritime Provinces.

Thomas Brown, hardwareman of St. John, has been paying his annual visit to his old home in Halifax.

Quebec.

Arthur A. Fritsch, manager of the International Distributing Co., Montreal, has returned from a business trip to New York, and leaves next week on an extended trip through the Canadian west in the interests of the various lines he western provinces

SPORTING GOODS WINDOW.

Enderby, B.C.—A sporting goods window in the store of A. Fulton has been attracting much attention this week. A miniature lake is shown in the centre of the window. It is hedged in very naturally by fir boughs and on the surface of the water decoy ducks are shown.

In one corner of the window a tent is pitched. The flap is drawn aside sufficiently to reveal a supply of the many things which appeal to the lover of the wild—even to the bannock pan and a pair of old shoes.

Hunters' supplies fill in the background. The display is most complete and in many respects has been arranged with an eye to realistic effect.

DISPLAYING DOOR FITTINGS.

Timeliness is one of the great elements in arranging a display, a fact recognized by Mr. George Mathewson, of Toronto, who has one case in his Queen Street East store entirely given over to door fixtures of various kinds. Any householder coming in cannot fail to see the display, and if some of the fittings in the newly-purchased home are gone this show case suggests that they be replaced.

The silent salesman attracts those who are building, too. Now that their houses are nearly completed they have a lot of doors to finish, and here they see the goods which will enable them to do this. There are large knobs, suitable for outside doors, smaller brass knobs in dull and burnished finish, glass knobs for drawing-rooms, knobs for every door in the house.

Doubtless many other dealers have prepared show cases to attract the trade of those whose new buildings now need only the inside finishings. Those who have neglected arranging such a display should get busy at once. Nothing, hardly, interests people going into a new house—or an old house for the first time—as much as some fixture which will enable them to improve the appearance of the home.

PREPARING FOR COLD WEATHER TRADE.

St. John, N.B., Sept. 9.—G. W. Hoyt, who has been for some time in the employ of W. H. Thorne & Co., hardware dealers, King Street, has severed his connection with that firm, and is now with the Sussex Mercantile Co, of Sussex, N.B.

The advertising space in the daily press used by the hardware merchants of the city is now being devoted to matter of interest to the householder through the near approach of winter. Some of the firms are advertising bargains in the way of coal-hods, shovels, and other fire utensils, and are appealing to their customers and the public in general that "now is the time to buy, for the cool weather is at hand."

Using the argument that "an unwise selection of a furnace is responsible for many additional and unnecessary payments after its purchase," the hardware firm of Emerson & Fisher, Germain St., is featuring in their advertisement in the local papers, Hot Air Furnaces. The matter of possible discomfort, in the fuel bill, in frequent repairs, and in labor and worry, is not overlooked, but attention is also given to these essentials of a serviceable furnace. It is expected that the sale of furnaces this fall will be well up to the standard.

BUSINESS PARALYZED IN CROW'S NEST PASS.

(From a Staff Correspondent.)

Cranbrook, B.C., Sep. 9.—Business in nearly all the towns through the Crows' Nest Pass, is paralized on account of the strike. The situation seems unchanged, both sides apparently being determined to fight to a finish. There are rumors of an approaching understanding, but whether there is any substantial ground for them, is a debatable question. In the meaneime, it is a very serious situation for the merchants. A number have already failed, and more are feeling very keenly the effects of the five months' idleness of the wage earners.

Down in the Prairie towns and cities, such as Lethbridge, Faber, and others where there are coal mines closed up, the effect is not seriously felt, because the miners' trade is a small part of the merchants' business. In the Pass, it is different. There, the business of nearly every town depends almost entirely either directly or indirectly, upon the coal mines.

What the ultimate result will be, the merchants through the Crows' Nest hardly dare to contemplate, but, unless something is done soon, it must be disastrous to many of them, and it will be keenly felt by some of the wholesale houses supplying them.

It is a strange and discouraging sight for a stranger to see so many hundreds of strong men sitting around the towns, or crowding to the railway station when a train arrives. They are just putting in time, while the whole country everywhere else, is booming and prospering, offering work to all.

It is sincerely hoped that some settlement will be effected before the cold weather sets in, otherwise, there will undoubtedly be very severe suffering through the Pass.

Our Page for Hardware Clerks

Wanted: Hardware Clerks Who are Human

Salesmen Using Sing-Song Tones are of Little Value—Even Their Great Fluency is Not an Advantage—People Like to do Business With Men, Not Talking Machines.

Much truth is summed up in that time-honored remark that it is not so much what a person says as how he says it. And this applies to the hardware clerk. To effect sales he must certainly know his goods. He must know their strong points. He must know how to demonstrate these. He must be able to answer the customers' questions. But with all this knowledge he will fail to secure the best results unless he knows how to say what he has to say.

The Canadian National Exhibition is known as an educational force. Even the "Barker" on the Midway has his lesson to teach. It is this lesson of presenting wares.

The Successful Barker.

Every one who went down the midway will have heard the "Balyhoo men." They are not retiring. They come out boldly and bid for the public's attention. But there are "Balyhoo men" and "Balyhoo men." Some tell the people what wonders there are to be seen inside the tent in a sing-song voice. They never pause for a word. They have learned their recitation. They are saying what they have said thousands of time before. People are weary of them.

But the "Barker" across the street is different. He tells the story of those taking part in the show within. He is quiet, self-possessed. He, too, is probably repeating what he has said many, many times, but he conceals this fact. He sometimes hesitates for the right word. He gets the results.

Two Classes of Clerks.

Just as there are the two classes of "Balyhoo men" there are the two classes of hardware salesmen. That could be seen within the Exhibition buildings, where, in explaining their goods some clerks would rush along, with little expression, little variety, while others were really interested, and tried with considerable success to make the explaination suit the individual inquirer. These last are the clerks who are worth a good salary.

If there is one thing which the man behind the counter should avoid as the plague it is the habit of speaking in a sing-song voice. Fluency, too, can be overdone. A stammer, a pause for the right word, may be productive of fine results. A customer hears a man string off a series of facts about some article and he is unimpressed. "That clerk has learned his lesson," he thinks. But let the salesman talk quietly. Let him go over point after point. Let him take a real interest in the customer. Let him listen for special inquiries. Then he is best serving his customer, his employer and himself. He is a man, not a talking machine, and it is with men not talking machines that people like to deal.

Retailers Now Use Travelers

Salesmen Going About to Contractors and Other Builders With the Purpose of Securing Orders for Glass Work and Inside Fixtures — Good Results Secured This Way.

Business men who want to succeed nowadays have to go after business. The old saying that all things come to him who waits seems to apply not at all. He who waits gets left, and that is about all he gets.

Every year dealers are becoming more and more energetic in going after business. This is shown in the methods being adopted by a number of hardwaremen to secure contractors' work. There was a time when the dealer was content to let the contractor come to him. But not now. The contractor is busy, and it is the man who goes to him who is likely to get the orders.

Travelers for Retailers.

So retail dealers are introducing city travelers. That was left to the wholesale man, but it is left to them no longer. From a number of firms in the larger cities men go out daily, at this season of the year, to see the contractors, and to endeavor to secure orders for the glass and the inside fixtures which will be needed in the new house.

"We know a good many of the contractors," remarked one of the dealers when explaining this new way of getting after business. "We are able at the first of the season to arrange with some to do all their work, but others we have to see as each house is completed."

"Then there are a number of houses being erected by private individuals. Our men are always on the lookout for these. They find the man in charge of the work, and secure an order from him if possible. But if this cannot be done, they go direct to the man for whom the house is being built."

Men Carry Few Samples.

These retail salesmen use samples, though not as many as are carried by drummers for wholesale houses. They show the grades which they believe would be suitable for the house in question, and usually are able to give the contractor or the private builder a variety from which he is able to make a selection.

"We were compelled to get after business in this way," stated one Toronto dealer to a Hardware and Metal representative. "Some of the large firms have their men in all parts of the city where building is going on. We have to get out to get our share of the business."

CONGRATULATION ON FALL NUMBER.

Sackville, N.B., Sept. 6, 1911.

Editor Hardware & Metal :—

Let me congratulate you on the excellence of the Special Fall Number recently issued. It is most interesting in every way, and will no doubt be read with interest by every stove and hardware man throughout Canada.

You deserve every credit for the enterprise you have shown in producing so fine an issue.

Yours very truly,

W. S. FISHER.

(The Enterprise Foundry Co.)

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 78.

MONTREAL.

Montreal, Sept. 15.—There has been no particular feature to the metal market. No price changes have been recorded locally and the situation is about the same as last week. Tin is weaker in its tone and while the price remains the same, it is very likely that for large quantities the existing figure would be shaved somewhat. Lead has been steady and firm. In the primary market there have been advances, but, generally speaking, it is creating only ordinary interest at present. Spelter, too, is firm and steady. Business in metals continues satisfactory. There is a good enquiry, activity is reported on every hand and the fall promises to maintain the conditions which have pleased the Canadian trade for months.

Tin—Prices have been going down during the past week, and while the local quotation has not been changed, it is understood that for quantities the price listed would probably be shaved to some extent at least. The English syndicate has been selling much of their holdings of late, this being one of the reasons for the decline in price. While it is impossible to tell what the future will bring, it looks as if there will be no special movement for the present. It is not to be expected that the syndicate will not again show its hand, although it may not be noticed for a while.

Copper—The copper market is uneventful. There is something of a lull in the interest. Local business is reported about the same as usual, but the general market is quiet. The apathy in the iron and steel market in the United States has had an influence on copper to a certain extent.

Lead—Lead maintains its strength and the only change over last week is a slightly stronger feeling. Otherwise it is the same firmness that was referred to a week ago. No further advance has been made in the price, but one result is apparent in the advance in the price of white lead. The local market is firm, there is a good demand and supplies are fair.

Spelter—The advance in the price of spelter has been gradual, but it has been none the less sure, and the control of the syndicate now in power seems to be a certainty. The increased demand for spelter has been a factor that helped those holding the goods and also resulted in the advance in price. Zinc sheets and other lines have been rather active and there has been a healthy demand for spelter. If a ring really has control, they will likely try to maintain prices and likewise to move them but slowly. Otherwise the goose that laid the golden egg might be endangered by a decrease in demand. Reports here indicate briskness. Extra time working in various mills shows that there is a good demand for various metals.

Iron—The iron market is steady, but is practically unchanged. The conditions that have been generally reported still prevail. Business from a Canadian standpoint is healthy , but in a general sense there is more or less of a spirit of apathy which, of course, will be raised before long, but not in the immediate future.

Old Metals—No change is reported for old materials. Prices are quoted as follows: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Sept. 15.—The past week has been an interesting one on the metal markets. There has been a first-class demand—better than for some time—and the course of several metals has been sufficiently uncertain to lend a certain amount of tension to the situation. Tin has been on the down grade, and lead on the other hand has been showing a tendency toward even greater firmness.

The outstanding feature of the market, however, is the general improvement noted. Business has improved in the United States perceptibly and the effect is now manifesting itself here.

Tin.—Although tin has had its ups and downs on the primary markets, the local tendency has been downward purely. It is now quoted at 43 cents, a falling off of 3 cents since last week. Demand is as good as ever, and it is believed that the change has been effected by manipulation. That the slump is of a temporary nature, is the firm belief of all local men who have studied the situation. The grip of the syndicate on the London market is believed to be as strong as it ever was.

Antimony.—The demand for antimony on the local market has strengthened most appreciably. This is due purely to the exigencies of local demand and cannot in any way be traced to conditions on the larger markets where antimony is still dull. It cannot, therefore, be said that the improvement is bound to prove permanent as the very opposite may prove the case. The price remains firm.

Plates and Sheets. — Good demand, good supply, firm prices. That sums the situation with reference to plates and sheets. The one outstanding feature is the readiness with which orders for Canada plates are being filled. Last year and for many months at the first of the present year, it was found difficult, almost impossible, to get orders for Canada plates filled in England. Now, however, shipments are being made promptly. It is not to be supposed that this is due to slackness in the plate industry as the Old Country mills are all running full handed and are reported to be very busy.

Copper. — The copper market has shown marked irregularity. This, of course, does not create any surprise as copper has been treading a tortuous path of late and it has been far from an easy matter to gauge the probable trend of the market. Locally there is a good demand and the price, despite the erratic course noted on the primary markets, has remained steady and firm.

Pig Iron.—Good business is being done and shipments are now heavy. The price scale is unchanged and quotations are made on this basis: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—The relief expected in lead as the result of the arrival of domestic lead has not been felt. Stocks are still light and the price is soaring on the foreign markets. The end of this upward tendency is not yet in sight as the demand is still quite undiminished. Locally there has been an advance of 5 cents per 100, the prevailing quotation now being $4. The market showed firmness at that figure.

Spelter.—There are still great possibilities in the spelter market. In Europe the demand continues undiminished and the price is soaring. While the American markets have not kept pace, the metal here is unusually firm. Locally there is a heavy demand and it is reported that stocks are light. While higher prices may result, it is not at all certain. It is reasonably safe to assume, however, that all supplies coming forward in the immediate future will be readily taken up.

Old Metals.—Business here is brisk with no changes in price quotations. The prices given are:—Heavy copper wire, 10½c to 11c; heavy yellow brass, 7¼c to 7½c; heavy red brass, 9¼c to 9½c; heavy lead, $2.90; light copper and bottoms, 9¼ to 9½c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $11.

HARDWARE MARKETS

MONTREAL.

Montreal, Sept. 15.—Some departments of the wholesale houses have been working overtime of late, and general business is appreciable and steady. This in spite of the elections and the engrossing diversion provided, usually quadrennially, of "saving the country." From various accounts the present entire business might be larger, but the general feeling is that in view of conditions, trade is good. The cooler weather has been creating a new demand for articles connected with stoves, not to speak of the stoves themselves. Window strips, and glass, coal scuttles, and such goods are now moving well and the general sporting goods portion of the trade is undoubtedly the present feature. Business is largely seasonable or preparing for the coming season while sorting up orders in the other departments are still considerable.

Household Goods—Nothing new presents itself in this branch of the trade. Meat choppers are moving steadily and retailers should begin to find a new demand for these articles. Wooden bowls used in the preserving season, fruit and pickle jars, and graniteware are included in the orders. This department is still quite busy. Some prices quoted are: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1 qt., $1.50; 2 qt., $1.65; 3 qt., $2.05; 4 qt., $2.50; 6 qt., $3.15; 8 qt., $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz., Universal, $37.75 per doz., Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c. per set, nickel-plated, 87½c. per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Seasonable Lines—Guns, ammunition and hockey goods, are the particular lines that are delighting the employees of the big jobbing houses these days. Sleighs, bells, horse blankets, lanterns, coal scuttles and similar articles going out steadily, now suggest the thought that Christmas is rapidly approaching. The fall season trade is certainly heavy. Heating affairs, electric, gas and oil are enquired for considerably just now, both from the city and the country.

Builders' Hardware—There is a great deal of construction work still in progress in the city and country, and fairly good orders are coming in for requirements. New buildings are just being commenced and it is likely that there will be a desultory demand through the fall months. The following prices are quoted: Knobs, mineral, jet and porcelain, japanned trim, $1.13 doz.; mineral, jet and porcelain, H. P. trim, $2.25 doz., Locks, cheap rim knob, $1f20 doz. and up; cheap mar. knob, $1.52 doz. and up. Inside lock sets, steel trim, $3.95 doz. and up; wrought bronze trim, $10 doz. and up; cast bronze trim, $10 doz. and up. Front door sets, steel trim, $13.75 doz. and up; wrought bronze trim, $17.75 doz. and up; cast bronze trim, $24 doz. and up. Cylinder F. D. sets, wrought bronze trim, $5.50.

TORONTO.

Toronto, Sept. 14.—The approach of fall has made dealers realize that it will not be long until their customers are asking for those goods needed during the cold weather. So the orders are coming steadily to the jobbers. There is no rush, just a steady demand which keeps the shipping departments busy, but which yet enables all the orders to be filled. It is expected this last condition will not obtain long, for when the really cold weather comes the dilatory dealers will hurry along their orders, while those who asked for early shipments will send in demands for supplimentary supplies.

Prices of staple articles have not changed at all. The demand is brisk—heavy in some lines—but the general feeling is that within the next few weeks the volume of business will become considerably greater.

Seasonable Goods.—The approaching cold months have produced a good demand for blankets, and tor weather strip. Mitts, too, are being ordered especially by hardware men in the northern districts. Sleighs and shovels are being shipped, but the heavy demand for these winter supplies has not commenced as yet.

Household Goods.—During August the demand for these lines was more satisfactory than it had been during a similar perils for some time. Apparently the same satisfactory condition of affairs is going to obtain during September, for the dealers are sending in heavy orders for tinware, kitchen utensils, and enamelware. At this season a goodly number of people are moving from one house to another, and they now feel the need of new cooking utensils.

Lumbering Supplies.—The bosses are now signing their men for the lumber camps, so the hardware men of the northern places are stocking up with all those supplies which will soon be sought by the lumber men. Daily orders are coming to the jobbers for logging chains, cross-cut saws, axes, and canthooks.

Heavy Hardware.—For weeks the demand for this class of goods has been heavy. It is so now, the jobbers being busy getting the goods to their destination. Price quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Builders' Hardware.—Work of constructing new buildings is now nearing completion, and with the commencement of inside finishing the demand for door fixtures, locks, window catches, and such goods is becoming heavier. Tools too are in demand. Indeed the jobbers are being kept busy to fill their orders promptly.

The manufacturers of shelf hardware are having difficulty in making prompt delivery. That is causing some inconvenience but nothing worse.

Stoves and Heating Goods.—This is the line in which the demand is greatest. Yet it has not reached its height yet. "We are being rushed," said the Toronto manager of one concern, "but we can fill our orders now. We won't be able to fill them so promptly soon, for they will come piling in upon us." That is one of the difficulties, the latest orders are the ones for which immediate shipment is asked. Furnaces are in great demand, due probably to the large number of buildings just nearing completion. The manager of one Toronto concern reports the receipt of 57 orders for furnaces in one day this week

Orders for furnaces generally do not require immediate delivery. If they are laid down within the month the dealer is satisfied, providing he always has some on hand.

Sporting Goods.—Now, while the footballs, Rugby jackets, head guards, and other paraphernalia are being purchased by those who participate in this game, hardware men are commencing to send in orders for winter goods. Hockey sticks, skates, pucks, curling stones and tobogans are being ordered. The orders, however, do not call for immediate delivery.

Dealers handling these lines have already secured good supplies of Rugby equipment. But still the orders are being sent, for in a few days now the colleges will open, and then the great demand for new outfits will start.

WANT CATALOGUES FOR NEW BRANCH.

The George Taylor Hardware Co., of New Liskeard, Ont., are opening a branch store in Cochrane, and they have asked Hardware and Metal to state that they will be pleased to receive catalogues and discount sheets from manufacturers and distributors.

The Western Hardware Market Situation

No Lull in Business During Harvesting Season—Sportsmen's Supplies Moving Well—Prices Decline on Iron Pipe—Advance in White Lead.

Winnipeg, September 13.—Harvesting operations have increased considerably during the week on account of the warm weather that has been prevailing after the cold snap. Cutting is general in the later districts and it is expected will be completed within a week or two. Threshing has started in some sections but will not be general for some time yet.

All lines of fall goods continue to move freely and the usual slackness which prevails during the harvesting season is not noriceable this year. As has already been explained in these columns, a record crop is expected, and all indications point to an increase in the volume in trade from now on.

Threshing materials are still moving freely and many new outfits are arriving daily from the east. In spite of the fact that the crop is so much larger, the increase in outfits is so great that it is confidently expected that about the same time is all that will be necessary to complete threshing as was taken last year. Sportsmen's supplies of all kinds are moving out. Shot guns and loaded shells show a decided increase over rifles and ball cartridges. The increase in crop can be noticed in orders for sporting goods, as it has been estimated that a large increase has taken place in the amount of orders filed for shot guns.

Prices in most lines remain the same except in iron pipe, which shows some decline. New prices in this line will be noted below.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65 ; 7-16 and larger, 55 ; machine, ¾ and under, 60 and 5 ; 7-16 and over, 55 ; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80 ; 18, $3.85 ; 20, $3.90 ; 22 and 24 $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in., $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in., $5.45 ; 1¼ in., $7.45 ; 1½ in. $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25 ; 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting.—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc.—Casks, $8.75; broken lots, $9.25.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $14.25; ½ box, $7.50; 20 x 39, 1. C., full box, $13.50; ½ box, $8; I. X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05 ; plain twist, $3.40 ; staples, $3 ; annealed wire, base, $3; oiled, 10c. extra ; bright iron $3.20 base; brass spring wire, base, 23c. ; plain galvanized iron, Nos. 6, 7 and 8, $3.50 ; No. 9, $2.90 ; 10, $3.60 ; No. 11, $3.70 ; No. 12, $3.10; No. 13, $3.40 ; No. 14, $4.25.

Paints and Oils.

There is little new to be said in paint and oils. Turpentine and linseed oil are both firm, the latter at .85 per gal. in barrels, and .95 in small lots, and the former $1.15 per gal. for raw, and $1.18 for boiled. Stocks of linseed oil are pretty heavy and mills still closed. No flaxseed of any amount is being received yet.

Glass.—Glass continues to move freely, prices remain unchanged.

First break, all under 25 united ins., $3.50 per 100 sq. ft.

Second break, 26-40 united ins., $3.75 per 100 sq. ft.

Third break, 41-50 united ins., $4.25 per 100 sq. ft.

Fourth break, 51-60 united ins., $4.75 per 100 sq. ft.

Putty is also active, prices are $2.90 per cwt. in bulk in barrels, and $3.15 in 100-lb. drums. Bladder putty in barrels is quoted at $3.15 per cwt., while in 100-lb. cases $3.40.

Lead shows an advance of 10c per cwt. this week owing to the increase in the raw material of dry white lead. Prices at the present time range from $6.30 to $7.00 per cwt.

WANT CATALOGUES.

McPherson Bros. are opening a new hardware store in Medicine Hat, Alta., and expect to be ready for business about October 1st. They would be glad to receive catalogues and price lists from manufacturers and jobbers.

Methods of Retailing Paints and Varnishes

Facts Which Should be Made Public

Paint Dealers Should Make Full Use of Arguments for Fall Painting—Why Dealers do Not Canvass Farmer Customers—The Solution.

It was urged in the last issue of Hardware and Metal that dealers should help along their fall paint campaign by use of the argument that, climatically speaking, the fall is the best time for painting. This argument was set forth very cogently in the statement, "Five Reasons for Fall Painting," which was issued some years ago by the Educational Bureau of the Paint Manufacturers' Association in the United States. The reasons given are well worthy of reproduction:

"1. In the fall, the surface is thoroughly dry. During the spring a surface which needs repainting is sure to contain moisture and dampness or frost, and it cannot be successfully painted until it has thoroughly dried out.

"2. When the wood is dry, it absorbs more of the paint; the paint penetrates deeper into the wood, therefore gets a firmer hold on it, giving the paint coating greater tenacity or holding qualities.

"3. Paint cannot be as successfully applied in damp, cloudy or unsettled weather as in warm, sunny weather. In the fall the weather is more settled and uniform and is warmer, therefore it is an excellent time for painting.

"4. A house needs its protecting coat of paint more in the winter months than at any other time. A house in need of painting should never be allowed to go over the winter without this protection.

"5. It is easier to keep the winter's moisture and dampness out by applying a coat of paint in the fall, when the surface is dry, than it is to get moisture or dampness out of the wood if you want to apply a coat of paint in the spring.

"Moral: Paint in the fall, and be sure of best results."

Give it Publicity.

These reasons are so manifestly sensible and logical that they cannot fail to convince. The case has been stated so well that the retail dealer could not do better than to make use of the five arguments as outlined above.

There are a number of ways in which they could be made public. One way would be for the dealer to give them in his advertising space. If he were a good talker, he might convince the local editors that the matter was one of public interest and get them to make use of the arguments in the news pages. As the question is undoubtedly one in which every ratepayer is interested, and as the average editor is generally glad of ideas for editorial reference, this should not be so difficult to arrange as it may seem at first glance.

A good idea would be to have a few hundred copies printed off and keep a supply always in the store. Hand out one to each customer and wrap one up in every parcel that goes out. It will not be long before all prospective paint purchasers will have seen and perused the arguments.

Still another way might be to place a copy in the store window, where it would be seen by all who stopped to look at the goods displayed.

Arguments of this nature appeal to property owners, as well as painters. It is, in fact, more important to appeal to the owner of the property than to the painter, because the latter understands atmospheric conditions thoroughly and appreciates the advantages of fall weather, while the average property owner does not.

Catering to Farm Trade.

How many dealers have ever made a really thorough and determined effort to interest farmer customers in a paint proposition? The number is relatively small, we fear.

"It's just this way," explained one dealer. "The great bulk of our trade with customers from the country is done on market days—Saturday in particular. We are too busy then in attending to the actual wants of our customers to make any effort whatever to interest them in other goods, paints, for instance."

"I don't suppose," he continued, "that I have talked up paints to a country customer of mine since early this spring. I have sold some, of course, but it has always been in small quantities."

There is much truth in this, but there are numerous ways in which the attention of customers could be drawn to the paint stock, even on the busiest of days. A window display is one sure method. Another way would be to place the stock in a prominent position in the store, with a sign or hanger calling attention to it. A pile of manufacturers' folders placed conspicuously on a counter or table would invite all who entered to take one away with them and, in this way, the desired information could be disseminated without upsetting the store routine or interfering with the regular transaction of business.

BUILDING A GRINDING PLANT.

Wilckes-Martin-Wilckes Co., New York, who are among the largest manufacturers of fine lampblacks in the world, have now in the course of construction an up-to-date grinding plant.

They expect to have this mill finished about the middle of September. It will embody the very latest devices for grinding, and handling material in the most economical method. This will include a new, distinct and separate power plant, so that this factory will run as a separate unit, entirely independent of any of their others.

This has been the only missing link in this firm's manufacture, and it will, without doubt, fit them to handle their already large business of everything in the black line with greater facility.

They have had this under contemplation for some time past, but owing to the large demand for their Bear Germantown lamp black it was found necessary last year to build an additional factory so it was not practicable to undertake the grinding plant until this work was out of the way.

DISTINCT ADVANCE IN TRADE JOURNALISM.

Editor, Hardware and Metal:

"Upon my return from Prouts Neck, Maine, I was agreeably surprised and delighted to find upon my desk such a handsome autumn number. Contrast this with your earlier issues to which I formerly had, in a small way, the pleasure of contributing and the progress made by Hardware and Metal is most marked and exceedingly gratifying.

"The cover, letter-press articles and the whole 'tout ensemble' is good and a distinct advance in trade journalism."

Yours very truly,

William H. Evans.

(Canada Paint Co.)

Growing Time in the Paint Trade

More new Factories to Supply Canada's Increasing Paint Requirements—Factory of A. Ramsay & Son Co., Montreal, Just Completed—Lowe Bros. Now Sending Out Travelers—Modern Plant is Under Construction.

In looking back over Canada's industrial history during the past five years, one cannot help being impressed with the tremendous strides which have been made by the paint manufacturers, individually and as a class. Plants which were small and old-fashioned, five years ago, have been replaced with fine modern factories of much larger size. Numerous American and some British paint manufacturers have established splendid branches on this side of the line and the continuous prosperity of Canada has called for constant expansion on the part of paint and varnish makers.

During the past week important developments have taken place in connection with two of Canada's paint manufacturers, which deserve more than passing attention.

A New Montreal Plant Completed.

A splendid new factory has just been completed by A. Ramsay & Son Co., of Montreal. This firm have had the matter of new works under consideration for some time, and the present plant is the result.

It was felt that to properly take care of the continually increasing business, the home of "Ramsay's Paints" should be remodelled. In line with plans which were made some time ago, extensive new buildings have been erected on the valuable property of the firm right in the heart of the Montreal manufacturing district, at the corner of Inspector and St. Paul Streets.

The new plant gives the firm splendid facilities for paint and varnish making. All the old machinery has been discarded to the last bolt and belt, so that all the mills and every machine is new and of the latest design and construction. Good light and air, with plenty of room, were among the considerations in the designing of this new factory, so that the health and comfort of the workmen would be conserved. Proper laboratories for the chemical tests required have also been laid out, and the works are run entirely by electricity.

The undertaking just consummated by A. Ramsay & Sons Co., brings all their factories and warehouses under one roof, with the exception of the varnish works, which are at 106 William Street., within a stone's throw of the paint factory. The firm contemplates still further improvements by the enlarging and extending of the varnish factory, so as to take care of the business which has been established in that line. This work will probably be proceeded with, early in the New Year.

Lowe Bros. Now in Canadian Field.

It was announced in Hardware and Metal some months ago that the Lowe Bros. Co., of Dayton, Ohio, had concluded an arrangement whereby they succeeded to the paint varnish and color business of the James Roberson Co., Toronto. This change formally took place on September 1st, and the business was incorporated under the name of Lowe Bros., Limited, with the following directors: Houston Lowe, Dayton; Chas. M. Robertson, Montreal; H. S. Harwood, Toronto; John G. Lowe, Chas. S. Kennedy, Frank B. Currigan, Donald A. Kohr, Dayton.

John M. Graham, formerly of Lowe Bros. Co., Boston, has been appointed resident manager, and Frank H. Brown, sales manager. Temporary offices have been opened at 261 King St. West, Toronto, and the company will occupy the paint works of the James Robertson Co. until their new plant on Sorauren Ave. is completed. This plant includes a fireproof building of latest and most approved design, equipped with all practical facilities for the manufacture of the company's products, and it is being pushed to completion with all possible rapidity.

The main purpose of the company will be to reproduce in Canada the "High Standard" products of Lowe Bros. Co., Dayton, under its trade mark, the Little Blue Flag. It is announced that the exclusive agency principle will govern the sales policy of the new company; that is, its trade sales products will be sold through duly accredited dealer agents, whose interests will be protected. The firm are now ready to supply former customers of the James Robertson Co., with the Robertson brand of paints and varnishes.

U. S. MILLS AGAIN CURTAILING PRODUCTION.

Cleveland, Ohio, Sept. 14.—The Iron Trade Review to-day says: Price-cutting on finished material is attracting more attention, and despite the fact that mills are naming such prices as they think necessary to take the business offered, some companies have been obliged to curtail production and a few additional mills likely will be shut down this week. The steel bar market has probably suffered more than any other finished line in the way of price-cutting, some extremely low quotations having been made, although most mills continue to quote $1.20, Pittsburg, as the minimum. Extreme cuts of $2 a ton on black and galvanized sheets, No. 28 gauge, are more general. Other lines on which prices are being shaded include open-hearth billets and sheet bars, $1 a ton; plates, shafting, merchant pipe, wire rods, nails, plain wire and tin plate. The canning season will close the latter part of this month and as mills are carrying heavy stocks, there has been a noticeable falling off in production. The Carnegie Steel Co. last week booked upward of 15,000 tons of standard steel rails and a fair tonnage of light rails.

PROMINENT HARDWAREMAN BEREAVED.

Montreal, Sept. 14.—Herbert Hill, 18 years of age, a son of F. Max Hill, manager of the Jas. Walker Hardware Co., Ltd., of this city, was drowned while bathing at Biddeford Pool, Maine, on Thursday, Aug. 31. The father vainly tried to save his son and narrowly escaped a similar fate. Mr. Hill was spending his holidays on the coast with his wife and family, but Herbert had just joined them a week before, having gone over from the Y.M.C.A. camp. He was a bright boy, with many friends, and was about to enter McGill University this term. Mr. Hill, senior, has the sympathy not only of the members of the Walker Company, but of the hardware trade throughout the country. At the time of writing the body had not been recovered, and Mr. Hill was still at the scene of the fatality.

WILL MAKE BRICK AND STONE DRILLS.

The Star Expansion Bolt Co., of New York, are going into the drill business, in Canada, with the intention of furnishing the hardware and electrical dealers, with a high grade of brick and stone drills.

SHOULD RECEIVE VOTE OF THANKS.

Editor Hardware and Metal :—

I think your paper Hardware and Metal, should receive a vote of thanks for the space and publicity you gave in reference to all half holidays in various towns and cities during the summer months. I hope, that by next season, merchants or travelers will send lists earlier, which will help to benefit all concerned.

TRAVELER.

3 Profit Earners FOR ALL PAINT DEALERS

M L Paint comes in a great assortment of shades, outdoor and interior finishes. Just meets your market, and a customer can't make a mistake, because it's the easiest to use and handle. You get the benefit and the profit of handling a satisfactory paint of high quality. Sell poor paint—you get the blame.

M L Floorglaze is a floor finish, an interior finish, an outdoor finish in one, and self-varnishing at that. Saves the buyer trouble. Makes a scratchless finish of high gloss. Easiest to use and a great seller, well advertised by us.

The M L Line Pays Dealers

Elastilite Varnish

A varnish finish that won't mar easily, that brushes well, that gives a high surface in amateur hands. Dealers that sell it sell absolute satisfaction in every way as to finish.

Get our Dealer Proposition, samples and color cards.
Address nearest branch to you.

IMPERIAL VARNISH AND COLOR CO., LIMITED

108 Princess Street, WINNIPEG — 6 to 24 MORSE STREET, TORONTO — 524 Beatty Street, VANCOUVER

FORTY YEARS' EXPERIENCE AND EXPERIMENT

have enabled us to produce a line of Standard Varnish Products entirely reliable and unequalled in quality and wearing properties by any on the market. You, Mr. Hardwareman, cannot afford to chance your reputation by handling inferior products. You want to sell goods that will guarantee repeat orders. See that your shelves are well supplied with

ELASTICA—Floor Finish,
LACQUERET—The Brightener of the Home,
SATINETTE—A Perfect White Enamel,
KLEARTONE STAINS—Acid and Oil,
FLATTINE—Finishes.

They are the surest guarantees of successful trading. Sold only in full Imperial measure cans, and made by the

INTERNATIONAL VARNISH CO. LIMITED

CANADIAN FACTORY OF THE STANDARD VARNISH WORKS

TORONTO WINNIPEG

F 84

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Sept. 15.—Travelers on the road, especially those in Ontario, have been sending in reports that many of the hardwaremen were attending the Toronto exhibition and those whom they found at home were more inclined to talk election than to consider their requirements for the fall trade. Possibly the traveler being nomadic and a mingler with men he is supposed to have judged what the conditions appear to be in the districts he visits and to discuss what he has noticed with others. At any rate the traveler system in some parts has been rather seriously disrupted of late. Exhibitions and elections constitute a strong combination and in the face of it business has not been as good, on the whole, as it might have been. However, in the near future this should be relieved.

Linseed Oil.—During the past week linseed oil was advanced in price locally and if present indications are true there will be no weakening of the situation for a time. The advance will hardly meet with approval of those who were looking for lower quotations, in spite of the general feeling that prices were going up. Present prices are $1.00 and $1.03 for raw and boiled respectively. It is known that even slightly higher figures than these have been quoted.

Turpentine.—While it has been held that turpentine had begun to recover some of its lost ground, the price is a little easier this week. The primary market while changing slightly has not made any determined movement in either direction.

Glass.—There has been a heavy demand for glass since the cooler weather began. Orders have been numerous, the preparations for winter and the weather man's chills coming through broken panes being responsible for the present business.

White Lead.—To those who have followed the metal markets it was rather evident that another advance in the price of ground white lead was pending. Corroders have reported a brisk business and with the pig lead market much higher the recent advance of 15 cents per hundred pounds has not come as a surprise. The market is firm at the advance. Prices are as follows :—For one ton lots, $6 ; five ton lots and over, $6.05 ; shipments less than one ton $6.30 f.o.b., Montreal.

Putty.—As is usual with the approach of fall, window glass and putty are very much in evidence, in fact a consignment of putty seems to be included in almost every general order. The price of putty is firm, especially under the present strong market. The present quotations are as follows : Bulk, bbls., $2.20 ; bulk, cwts., $2.45 ; bladder, bbls., $2.70; bladder, cwts., $2.80 ; 25's, loose, $2.25; 25's, cased, $2.70 ; 12½'s, cased, $2.90.

Varnishes.—There is a good enquiry for household enamels, varnishes in tins, shellacs, gold paint and similar sundries which are bought largely by amateurs for household improvement during the fall cleaning season. Stove pipe varnishes, a seasonable article just now, is meeting with an exceptionally heavy demand in bottles, tins and in bulk. This business should not be forgotten by the retailer, who can enliven the demand by window displays and other methods.

TORONTO.

Toronto, Sept. 15.—The paint and oil market shows an exceptionally busy tone. All lines are now moving briskly and the indications point to a record-breaking fall trade. Prepared paints have shown a healthy tendency toward activity after the comparatively dull tone which has been noted for the past three weeks or so.

The most important development this week has been a 15c advance in white lead, making the prevailing price $6.30. This advance has been forecasted and fully expected for the last fortnight. Linseed oil has remained at the high level reached last week.

Linseed Oil—The market continues very firm and the advance of last week to $1.05 for raw and $1.08 for boiled has been maintained. The firm tone is attributed to the lack of flaxseed coming forward. The producers and flaxseed handlers in the Northwest do not seem to be in any hurry to market their supplies, and in consequence the small amount of last year's seed which is still in the elevators is being held at a high price. Crushers are reported to have only a small supply of oil on hand, and they are piecing it out to their customers in smaller lots than usual, as it is required. It is not at all likely that there will be an early reduction in price; at least, present indications do not point that way. The demand for seed, coupled with information from India, seem to indicate that firmness will mark the situation.

The local demand is good, but orders are necessarily rather smaller than usual.

Turpentine—The situation on the primary markets is rather peculiar. For the past two years there has usually been about this date some 60 per cent. of the year's crop delivered. During the early part of the present year, prices were so high that all the producers of turpentine rushed their supplies out to the shipping points as early as possible, so that it is now believed that a greater portion of the year's supply has now came to market than is ordinarily the case. For the past two weeks there has been an unusual amount of rain in the southern states, and this naturally has interfered with the collection of gum. It is, therefore, presumable that the balance of the season will see a slightly decreasing production of turpentine. However, the consumption in America has not been quite equal to expectations, and, although the foreign consumption has been heavier than usual, it is not to be expected that there will be any advance this year to compare with the spectacular flights of turpentine last winter.

Rosin—Prices continue very firm. It is noted that some of the naval stores companies in Florida have been complaining about the quality of the rosin that has been sent out under some brands. It is said that the situation has become so acute, that the largest buyers of rosin at the South Atlantic and other ports have notified their factors that they will not bid for or accept certain marks of rosin.

Putty—Business is quite brisk in putty and the jobbing houses are making heavy shipments. The prices schedule remains firm. Standard putty is quoted at :—Bulk, in casks, $2.20 ; in 100 lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same : Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead—The predicted advance in white lead has come to pass. An advance of 15c. was declared at the end of last week, making the local price $6.30. This step was inevitable in view of the high figure now paid for pig lead, two increases having been made in the price of the raw material since the previous quotion on white lead was made. No advance has yet been made in red lead.

Specialties—Business is brisk in all lines. Brushes are moving well. Pumice stone, sponges, boat pitch, kalsomine, alabastine, veneers, cement, etc., are all selling in more or less large quantity.

Glass—The glass market is now exceptionally busy. Large orders are being placed, a great many of them being for immediate requirement, and shipments are heavy as a result. The glass manufacturers are expecting, and predicting, a steady fall trade.

Petroleum—The amount of business being done is growing almost daily. No price changes are noted, the present schedule standing : Sarnia prime white, 11½c.; American water white, family safety, 13c.; Pratt's Astral, 14½c.

Brandram's B. B. Genuine White Lead

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged.

It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.

Anchor Decorators' Pure White Lead

The base of which is made by the Old Dutch Process.

It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch Process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD, WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 40c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 5c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto.
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅜ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		24 00
Copper sheet, planished, 14x60, base		31 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, ½ p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron..	18 25	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles, base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 85	3 75
Imported pig, per 100 lb	3 85	3 95
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 27½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	8 50	7 50
Part casks	9 00	8 00

SPELTER.

Foreign, per 100 lb	7 25	6 50

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 00 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80. All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co)	1 80
Cee Pee Co. enamel	4 50

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigefoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.O.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90



REASONS WHY IT PAYS YOU TO HANDLE BOECKH'S "STEEL GRIP" PAINTERS' BRUSHES

Elasticity of Bristles
Only the highest grade of Bristles are used, thereby ensuring a thoroughly pliable and easy working Brush.

The "Steel Grip"
The pressure of the Compressed Nickelled Ferrules is such as to make it impossible for the Bristles to come out

The Steel Ferrules
Possess the advantage of strength. They are Compressed with tremendous machine force and no nails are used in these Brushes.

The Perfect Handle
The shape of the handle permits of the easy holding of the Brush—the design of which is registered.

You Cannot Get These Advantages in any Other Brush
Made in Oval and Flat

Manufactured by

THE Boeckh Bros. Company, Ltd.

TORONTO - - - CANADA

This cut was reproduced from a photograph of a Bowser System installed for

Manville Hardware Co., Prince Albert, Sask.

Ask the Bowser users.



This system handles

Raw Linseed
Boiled Linseed
Turpentine
Gas Engine Oil
Cylinder Oil
Floor Oil
Machine No. 1
Machine No. 2
Coal Oil

with profit to the owner.

The Way to Get More Profit on Paint Oils.

Look at the barrels, faucets, measures, funnels and floors if you want to see where a goodly share of your oil profit goes to You can save every cen of this loss by using a Bowser System. It measures the oil directly into the customer's can. No Measures nor Funnels.

You can buy one pump and tank or a dozen. Just suit your own needs. You can try out only one at first. The price is reasonable. They protect you from fire and save their cost. Ask for FREE book No. 1 N.

S. F. BOWSER & CO., LTD., 66-68 Fraser Ave., TORONTO

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 12	
U S. Water white "	0 13½	
U.S. Pratt's astral "	0 15½	
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 72	0 75
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil, " raw	1 00	1 05
" " boiled	1 03	1 08
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Granitine floor finish	2 25
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	3 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 30
Lily Pure	6 30	6 30
Tiger Pure	6 30	6 30
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 30
Brandram's B. B. Genuine	7 40	7 40
" Anchor," pure	6 30	6 30
Ramsay's Pure Lead	6 30	6 30
Ramsay's Exterior	5 80	6 30
C.P. Co.'s Decorators' Pure	6 30	6 30

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; not extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an ' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 06

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVESTROUGHS.

8 inch in 100 foot lengths		2 90
10 " " "		3 15
12 " " "		3 68
15 " " "		5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 86

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	0 35
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch per gross		8 00
" " ¾ " "		10 00
" " ¾ " "		12 00
Leather, 1-inch per doz.		4 00
Leather, 1¼ " "		5 20
Web		2 00

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in. "		6 75
" " 8-in. "		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 n per 100 lb.		4 00
over 12 in.		3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2360, $19.55; No. 2275, $21.85; No. 1192, $19.56.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¾ x 5 per gross		2 25
5-16 x 5 "		3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

Amatite ROOFING

MINERAL SURFACED NEEDS NO PAINTING

EVERYTHING about Amatite appeals to the man with common sense. He can see its superiority at once—the real mineral surface *which never needs painting;* the two layers of Pitch which is the greatest waterproofing material known; the two layers of heavy Tarred Felt—all these contribute to the popularity of Amatite.

We can make Amatite better and cheaper than anyone else on account of our greater facilities, and consequently we sell it at a surprisingly low figure.

Simply the fact that it needs no painting is enough to make a man sit up and take notice especially the man who has spent time and money in painting and repainting smooth surfaced roofings. **EVERY DEALER SHOULD PUSH IT.**

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

HEINISCH TINNER SNIPS

The "VULCAN"



Cut illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world Sold by all jobbers.

TAILORS' SHEARS

R. Heinisch's Sons Company

Newark, N.J., U.S.A.

TRIMMERS SCISSORS

HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 25	3 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast....per doz. 5 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	5 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe....per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Aluminum Paint For Fall Decoration.

It doesn't matter whether you want it for store fronts or for stove pipes, if you get the right kind it will stay where it is put and illumine and brighten everything it touches. Don't imagine there is only the throwing in of Aluminum Bronze to a liquid and giving it a shake that makes a good Aluminum Paint. It requires just the proper manipulation to do the thing right.

Ramsay's Aluminum Paint

is made in just the proper proportions to give the best results. Ramsay's Aluminum is used on some of the most prominent church steeples in Montreal and elsewhere. Every dealer should stock Ramsay's Aluminum Paint because it answers for many purposes. It brightens and makes new every piece of metal or wood that it touches. There is no end of uses to which you can put Ramsay s Aluminum Paint.

Let us quote you.

A. RAMSAY & SON CO.
MONTREAL
Established 1842

PIG LEAD

"ENHTOVEN"

BEST ENGLISH LEAD STOCK OR IMPORT

For all Metals, Enquire First at

"THE METALS HOUSE"

A. C. LESLIE & CO., LIMITED
MONTREAL

It's The Little Things That Count

Sell a woman a tinlet of Enamel that gives her satisfaction and she will return to you for her next stove.

Stephens

household necessities, such as Enamel, Gold & Silver Paint, Turpentine in bottles, Putty in small tins, etc., are GUARANTEED to give SATISFACTION.

Write for our illustrated Catalogue.

G. F. STEPHENS & CO., Limited
Paint and Varnish Makers
WINNIPEG - - - CANADA
Branch at Calgary, Alta.

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Remington Arms Union Metallic Cartridge Co, New York

Anchors, Star Screw
Star Expansion Bolt Co., New York

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Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co. Montreal.
Tallman Brass & Metal Co, Hamilton

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Henry Rogers, Sons & Co., Montreal

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Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.
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Stanley Rule & Level Co., New Britain.
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Dominion Oil Cloth Co., Montreal

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J. T. Slocomb Co., Providence, R.I.

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McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

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Hamilton Brass Mfg. Co., Hamilton

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Bissell Carpet Sweeper Company, Grand Rapids, Mich

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Guelph Spring and Axle Co., Guelph.

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B. & S. H. Thompson & Co., Montreal

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Cummer-Dowswell Ltd, Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

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Chicago Flexible Shaft Co., Chicago

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Corbett Foundry & Machine Co., Owen Sound

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Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.

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Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

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The Morris & Bailey Steel Co., Pittsburg, Pa.

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Oneida Community, Ltd., Niagara Falls,

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McClary's, London, Ont
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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wheeler & Bain, Toronto
E. T. Wright & Co., Hamilton

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Charles Lindsay, Glasgow, Scotland

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Whistler, the famous artist, was once asked what he mixed with his colors to get his beautiful effects.

He answered quietly, "BRAINS!"

For years

THE CANADA PAINT CO. PAINTS and COLORS

have enjoyed an enormous sale throughout the Dominion and the reason is simply that they are the perfected result of brain effort.

Our factories at Montreal, Toronto and Winnipeg are splendidly equipped to produce Paints, Varnishes and Colors of unusual quality. They satisfy your customers because they always wear and look well.

They are making profits for thousands of dealers in cities, towns and villages. Their reputation insures you of your share of profitable business from the outset.

THE CANADA PAINT COMPANY LTD

MONTREAL TORONTO WINNIPEG

LOOK INTO IT.

We have a paint proposition open for you. Send us your name and address, we will tell you the rest.

Wherever you see a busy man think of "EVER ATIT"



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LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

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Hobbs Mfg. Co., London
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Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass, Wired
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Winnipeg Paint & Glass Co. Winnipeg

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Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
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Grove Chemical Co., Appley Bridge, Eng

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Still, J. H., Mfg. Co , St. Thomas

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F E. Myers & Bro., Ashland, Ohio

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Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

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Still, J. H. Mfg. Co., St. Thomas.

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Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada. Ltd., Hamilton

Horseshoes and Nails
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North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

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Penberthy Injector Co., Windsor, Ont.

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Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
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Lysaght, John, Bristol, Eng.
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Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

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Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
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Tarbox Bros., Toronto

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

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The Bridpgeport Hdw Corp., Bridgeport, Conn.

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Parmenter & Bulloch Co., Gananoque
Steel Co. of Canada, Limited, Hamilton

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Thos. Davidson Mfg. Co., Montreal
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Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
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Queen City Oil Co., Toronto

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Corbett Foundry & Machine Co. Owen Sound

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W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co. Montreal
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co Montreal.
Standard Paint Co., Montreal
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

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Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

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Greening, B., Wire Co., Hamilton.

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Ste Co. of Canada, Limited, Hamilton

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Greening, B., Wire Co., Hamilton, Ont
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International Tool Co., Detroit

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Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont
F. E. Myers & Bro., Ashland, Ohio

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Steel Co. of Canada, Limited, Hamilton

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Steel Co. of Canada, Limited, Hamilton

R.R. Axles
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International Distributing Co., Montreal

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Canadian Hart Wheels, Ltd., Hamilton

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Canadian Heating & Ventilating Co Owen Sound

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Parmenter & Bulloch Co., Gananoque
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Metallic Roofing Co., Toronto
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

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Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

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Toronto Silver Plate Co., Ltd., Toronto

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Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Steel Co. of Canada, Limited, Hamilton

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Alexander Gibb, Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg,

Steel Rails
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

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McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

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Gurney-Foundry Co., Toronto.
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Lufkin Rule Co., Windsor, Ont

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The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

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Luther Grinder Mfg. Co., Milwaukee, Wis

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Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

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Onward Mfg. Co., Berlin

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Kerr Engine Co., Walkerville, Ont.

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Berry Bros., Limited, Walkerville, On
Dougall Varnish Co., Montreal

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Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

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Hollands Mfg. Co., Erie Pa.
Chas Parker Co., Meriden, Conn.
Prentiss Vise Co , New York

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Griswold Mfg. Co., Erie, Pa
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Cummer-Dowswell Ltd . Hamilton, Ont.
D Maxwell & Son, St. Mary's, Ont

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Woodstock Wagon Co., Woodstock

Wash Boards and Tubs
Wm. Cane & Sons Co., Newmarket

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Steel Co. of Canada, Limited, Hamilton

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Meaford Wheelbarrow Co., Meaford,

White Lead
Steel Co. of Canada, Limited, Hamilton

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Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co. Montreal
Wm. Stairs Son & Morrow, Halifax

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Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton
The Schultz Mfg. Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire Goods Mfg. Co., Hamilton
Wire Goods Co. of Canada, Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

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B. Greening Wire Co., Hamilton
Jas. Steele Limited, Guelph, Ont

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Wm. Cane, Sons & Co., Newmarket, Ont

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Whitman & Barnes Mfg. Co., St. Catharines



THE STORE WINDOW



THE STOCK IN TEN-FOOT CASE

A ten-foot Shelf of Sherwin-Williams Paints and Varnishes doing a business of $3,800.00 a year

These two photos and the letter reprinted below tell their own story—a story of paint selling success won through the combination of Sherwin-Williams quality products and selling methods in the hands of a merchant who knew how to use them. Our Fall Advertising Campaign is ready. Write for particulars now. The Sherwin-Williams Agency pays big in the hands of live dealers.

This is the letter from Woodard, Clarke & Co., telling their experience with the ten-foot case.

Previous to 1910 our paint business was nix, due to handling an unknown brand of low-grade dope. In the spring of 1910 we began stocking Sherwin-Williams Products, and with a small amount of newspaper advertising and lots of boosting have accomplished this:

Sold $1,750 worth of Paint during 1910.
Sold $1,620 worth of Paint from January 1st to May 31st, 1911.

and our paint business is increasing all the time.

We have but $450 invested in stock, which is all carried in a portable case 10 feet long, 40 inches high and 28 inches wide. This case holds, when filled, 100 gallons, 125 ½'s, 200 ¼'s, 200 pts., 200 ½-pts., 100 ¼-pts., 100 5lb. packages of Wall Tints, and an assortment of Furniture Polish. The small amount of floor space occupied, together with the small amount of money invested, the generous terms given, the little time to look after the stock and the non-perishability of the goods, make our paint business look mighty good.

We attribute the showing made in the 18 months ending May 31st to advertising and pushing Sherwin-Williams line of Paints and Brighten Up Finishes. In selling Sherwin-Williams Products we find a good profit and satisfied customers.

Yours very truly,

WOODARD, CLARKE & CO.,

Per D. M. Morgan, Mgr.

THE SHERWIN-WILLIAMS CO.

(OF CANADA, LIMITED)

PAINT, VARNISH AND COLOR MAKERS, LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion.
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HOLDER OF BOX 580, send street address and we will forward replies. HARDWARE AND METAL, Toronto.

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FOR SALE—An established Tinsmith's business in the centre of a well settled agricultural district in Saskatchewan. No opposition. Splendid chance for first class man. Will make terms to suit purchaser. Apply Box 586, HARDWARE & METAL, Toronto. (38)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

FOR SALE — First-class and up-to-date hardware business, in fast growing town of twelve to fourteen hundred. Stock six to seven thousand, mostly new. extensive glass manufacturing plant, also brick plant producing 40,000 per day. First-class farming country. General stores only opposition. Special rate for cash. Will accept half cash on stock and buildings. This proposition is well worth investigating. Apply to Box 348, Beausejour, Man. (39)

HARDWARE, Tinsmithing and Plumbing business for sale in good town in Western Ontario. Splendid farming country. Stock nine thousand. Turnover thirty five thousand. Stock in splendid condition. Good reasons for selling. Apply Box 589, HARDWARE AND METAL, Toronto. (39)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY If you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

SITUATIONS VACANT

WANTED—Hardware and stove salesman, experienced. Must be first-class man and furnish testimonials of good character. GEO. A. ELLIOTT, Brantford, Ont. (37)

HARDWARE CLERK

WANTED—Hardware clerk, young man between 22 and 28 years. Must be good salesman and window dresser and know how to make a store look attractive. References required. State if can speak French or German and experience have had. First-class man can demand big salary. VERNON HARDWARE CO., LIMITED, Vernon, B.C. (37)

WANTED — Immediately, hardware clerk with knowledge of tinsmithing. Steady employment to right man. D. M. LEYDEN, Granum, Alta. (38)

WANTED—Tinsmith, accustomed to shop work, furnace and troughing; some knowledge of plumbing. Steady job for suitable man. Box 591, HARDWARE AND METAL, Toronto. (39)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

SITUATION WANTED

PRACTICAL HARDWAREMAN, having Western experience, desires position as manager or buyer. Familiar with book-keeping. Address Box 588, HARDWARE AND METAL, Toronto. (38)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto (24tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

When writing advertisers kindly mention having seen the advertisement in this paper.

IT'S GRATIFYING

-IT SURE IS-



The story the cash book tells makes the paint dealer's sky look rosy or a dark deep blue — according to the profit it shows. It is certainly gratifying to look over your books and see that business is growing year after year — to see the names of the same customers season after season. It's a sure sign of satisfaction.

You can have that gratification if you sell

Martin-Senour Paint

100% Pure

"The Kind that Makes Business Better"

Don't lose the lesson the books tell, nor miss the moral the lesson points — *the paint that gets the profit for you is the paint that draws the patronage of the particular patron — the patron who will come back stronger next year.*

Write us today for our proven plan to pull that kind of patronage.

THE MARTIN-SENOUR CO., Limited

Montreal PIONEERS OF PURE PAINT **Chicago**

TIME WILL TELL

All varnishes look alike from the outside of the can, but it takes time to tell whether the necessary qualities are contained therein.

DOUGALL VARNISH

Is the Varnish that lasts longest.
Is the Varnish which is easiest applied.
Is the Varnish which covers most surface per gallon.
Is the Varnish which your customers will appreciate.
Is the Varnish which will cause your sales to increase.

Our booklet on Varnishes contains facts of value to you and is yours for the asking. Drop a card to-day.

The Dougall Varnish Company, Limited

J. S. N. DOUGALL, President

MONTREAL - - - **CANADA**

Associated with Murphy Varnish Co., U.S.A.



The Dealer Profits By Our Help!

Modern merchandising has been brought to its present successful state by observing three essentials.

1. **The Perfecting of the Product**
2. **Efficient Distribution Methods**
3. **Effective Consumer Publicity**

MINERVA PAINTS

are as good as materials, skill and 76 years' paint-making experience can make them.

"Minerva" paints are Canadian made, and our organization for prompt delivery is perfect in every respect.

We create a constant and ever increasing demand for **"Minerva"** paints by our forceful and attractive consumer advertising (See sample ads. on border), also by employing very attractive store and window cards, theatrical advertising, etc. This method of advertising is also beneficial for your entire business.

Good advertising and poor paint are not a paying proposition for any dealer, **BUT** good paint and effective advertising constitute a proposition that wide-awake dealers cannot afford to overlook.

The **"Minerva"** line is one that you can feature with profit.

Write for our selling plan and full particulars.

PINCHIN-JOHNSON & CO. (Canada), Ltd.
377-387 Carlaw Ave., Toronto
ESTABLISHED IN ENGLAND IN 1834.

Moore's Sani-Flat

is a flat-drying oil paint, specially recommended for Wall Painting, Woodwork, Furniture, Steel Ceilings, Burlap and for all classes of interior decorating.

It produces that desired dead flat finish, having the soft, velvety effect of water color, combined with the advantages of being washable and durable as oil paint.

Easy to apply, sets slowly and covers perfectly without showing laps or brush marks.

Sani-Flat is unfading and covers fifty per cent. more to the gallon than ordinary oil paint.

Write us for Details and Prices.



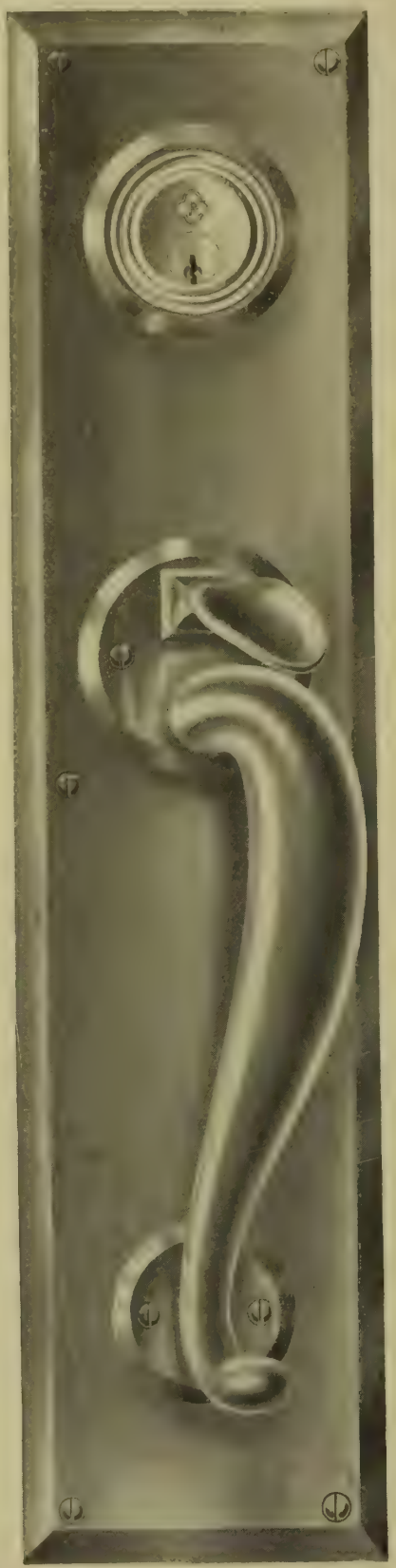
Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO

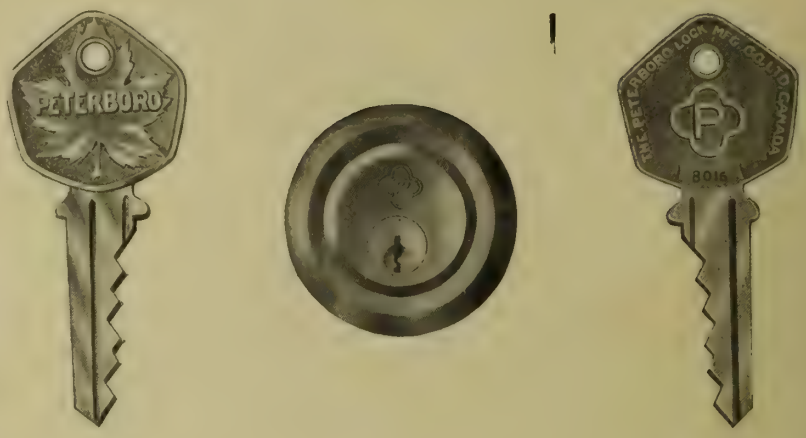
SOME OTHER LEADERS IN THE FAMOUS MOORE LINE ARE:—

MURESCO
IMPERVO FINISHES
MOORAMEL
TILE-LIKE
HOUSE COLORS
FLOOR PAINT



Ottawa Design 02641
Plates 18x4. Grips 1½x9

Peterboro Hardware



THE STORE DOOR SET

portrayed herewith is one of the many new and up-to-date lines we now have on the market.

We are to-day making the most complete line of BUILDERS' HARDWARE in Canada, and are sparing no effort to make our line as near perfection as possible.

We are in a position to quote attractive prices on special goods in cast brass and iron.

Please send samples and state the approximate quantities required.

Our 1911 Supplement Mailed on Request.

Peterboro Lock Mfg. Co.
Peterboro, Canada



Big Pictures of this Label are Reaching Over a Million Canadians Monthly

Through big-space advertising in "Canadian Magazine," "Industrial Canada," "MacLean's Magazine," "The Saturday Evening Post," "Collier's Weekly" and a long list of other popular magazines, the Berry Brothers' Label is fast becoming one of the nation's best known trade-marks.

The pictures of the label are big and prominent.

Canadians are learning to know it at sight—and to know that it stands for quality.

When you put it on your shelves you are not only getting the best varnish stock, but also the best varnish advertising you can display in your store.

Berry Brothers' Line includes every varnish, shellac and kindred product that any dealer needs to fill all his demands

BERRY BROTHERS, Ltd.

The World's Largest Varnish Makers

WALKERVILLE :: ONTARIO

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN

LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the

Highest Standard Lampblacks

for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

TRADE MARK KEYSTONE BRAND REGISTERED

BRUSHES and BROOMS

FOR FALL TRADE

It is worth your while to be certain that you place in the hands of your customers only goods which are absolutely reliable. You can do this if you handle the **Keystone Brand**, as no brush or broom is allowed to leave the factory unless perfect in every respect.

Manufactured by

Stevens-Hepner Co., Limited

PORT ELGIN - ONTARIO

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

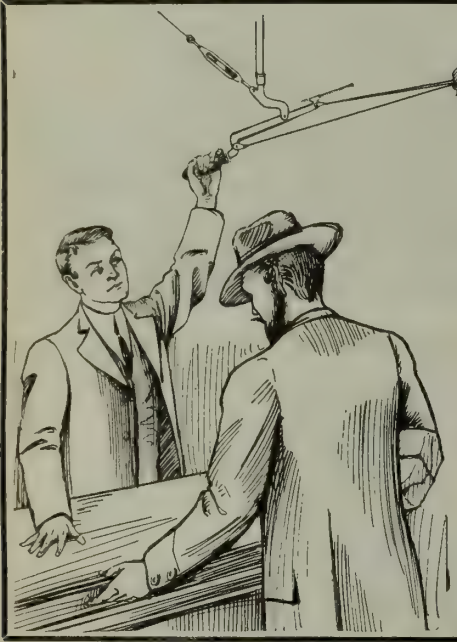
Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardbord Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal.
For British Columbia—AMES BROS., Box 355, Vancouver, B.C.
Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell is now in Canada fixing up Agencies. Write him at once.



Keep Your Clerks on the Job!

How often are additional orders missed by the fact that your clerks have to carry change. Their salesmanship is destroyed by the interruption.

The Perfect Cash and Package Carriers

have a hundred uses that mean money in your till. They are simply and durably built, easily installed and sightly.

WRITE US FOR BOOKLET GIVING PARTICULARS AND PRICES.

The Hamilton Brass Mfg. Co., Limited

HAMILTON, ONTARIO ∴ MONTREAL, P.Q.

Quick Sales

DELTA FILES

Guaranteed Quality

The competent mechanic demands nothing short of the best file obtainable and if you feature DELTA FILES you are in a position to satisfy him.

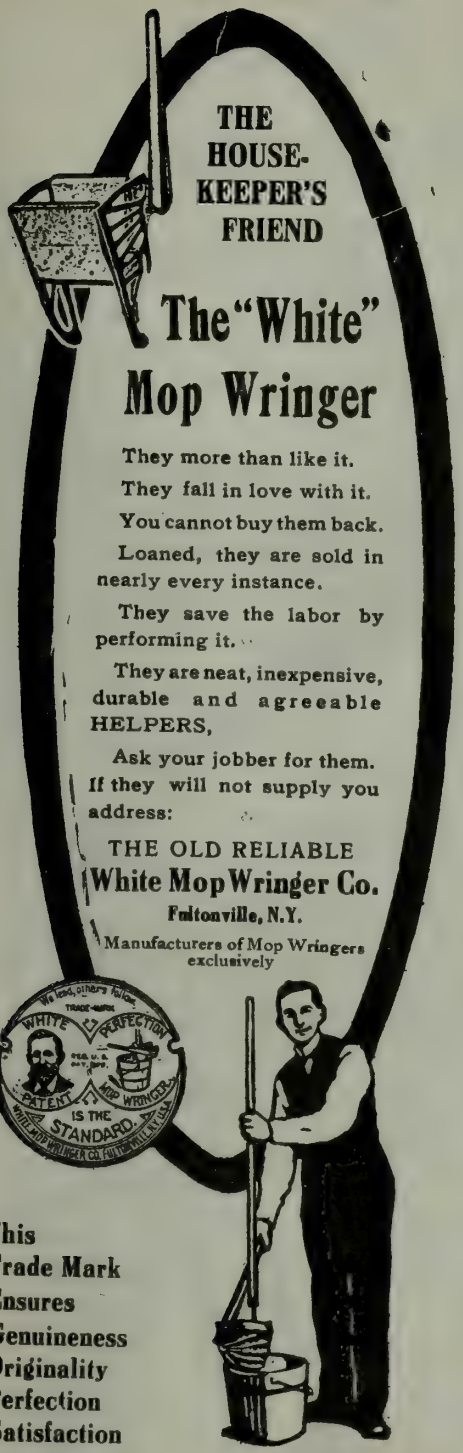
You will find that to stock this make, leads to you doing a greater business in files.

FILES OF QUALITY

Delta File Works, Philadelphia, Pa.

Canadian Selling Agents—H. S. Howland, Sons & Co., Toronto; Stark-Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

TRADE MARK DELTA



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

NEW ERA PAINT

is the product of many years of severe testing with an aim to meet the requirements of every painter.

Do not hesitate about keeping New Era Paint in stock, as it is absolutely guaranteed to outlast, stand more changes of the weather, and give a more brilliant finish, than any high-priced paint you can buy.

Its high quality is bound to satisfy ALL your customers.

WRITE AT ONCE.

STANDARD PAINT & VARNISH CO., LIMITED

WINDSOR, : : : : ONTARIO

SEYMOUR SHEARS

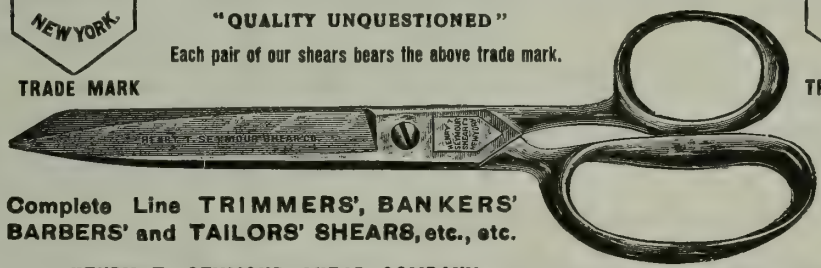
HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

Have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

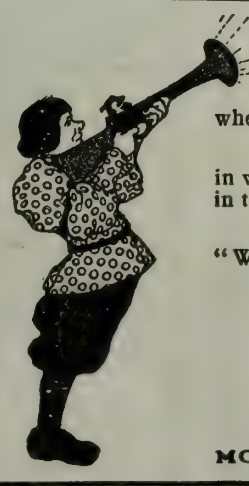
HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL TORONTO WINNIPEG

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

TORONTO Gendron CANADA



BOYS', GIRLS' and BABIES' SLEIGHS

with iron or wooden runners—sleighs that are built for service and durability.
We sell more sleighs than any other company in the Dominion. Our success is due to the selling of quality goods. WRITE FOR CATALOG.

The Gendron Mfg. Company, Limited
DUCHESS STREET, - TORONTO, ONT.

Superiority and increased strength of

Cochran Pipe Wrench

Instantly recognized by all practical men.



Longer life, no failures, and less cost for repairs—stand for economy.

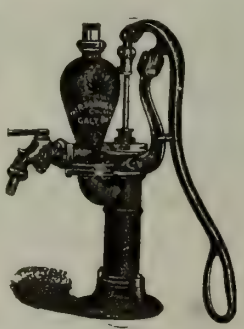
Results for which all railroads and large users of pipe wrenches are striving.

Cochran Pipe Wrench Mfg. Co., Chicago
Canadian Branch: 70 George St., Ottawa

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue. Write

THE R. McDOUGALL CO., Limited
GALT, CANADA

A STRONG SERVICEABLE LADDER

Is just what you need in the apple picking season and is easily obtained in this reliable

FAULTLESS LADDER



It is made from clean, kiln-dried, short leaf yellow pine, and equipped with the "Faultless Lock." A bolt under each step and a galvanized steel plate on the ends of every bolt clamped tightly to the sides, eliminates all chance of spreading.

Made 4 to 10 feet high and extra heavy 10 to 16 feet.

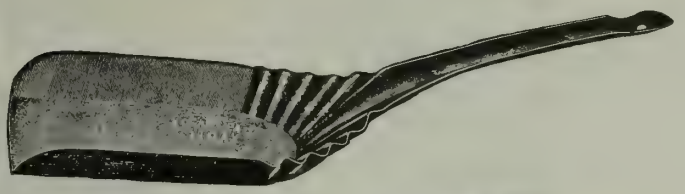
A Line that can be Safely Recommended
Write for Catalogue "B"

The Stratford Mfg. Co., Limited
STRATFORD - CANADA

FIRE SHOVELS

ALL STYLES AND SIZES

JAPANNED or GALVANIZED





1 DOZEN IN A BUNDLE



Our Fire Shovels are made of very heavy stock and will appeal to your customers both in point of quality and appearance.

Nos. 70, 60, 55, and 57 Japanned.

Nos. 7, 9 and 11 "Duplex" Japanned

Nos. 170, 160, 155 and 157 Galvanized

E. T. Wright & Co.

(H. G. Wright)

Hamilton - - Canada

Winnipeg Agents—W. Reynolds & Co., Winnipeg, Man.

Vancouver Distributing Agents—Macpherson & Teetzel, Vancouver, B C.

Winnipeg Distributing Agents—Merrick-Anderson Co., Winnipeg Man.

Toronto Agent—F. B. Wilson, 33 Maitland St., Toronto, Ont.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

The "BAYARD" Baby Automatic Pistol, Calibre .32 ($7.65^{m}/_{m}$)

The Little Giant---A Midget High Power Automatic

The .32 cal. (7.65 mm) "BAYARD" Pistol has been designed to meet the demand for a POCKET pistol COMBINING EASINESS OF MANIPULATION AND SIMPLICITY OF CONSTRUCTION WITH MAXIMUM EFFICIENCY.

Its size is that of a .25 cal. pistol. although it shoots THE POWERFUL .32 CAL. CARTRIDGE.

The "BAYARD" pistol possesses consequently THE ADVANTAGE of having a size REDUCED TO THAT OF THE .25 CAL. PISTOLS and a CAL.



OF .32, GENERALLY CONSIDERED EFFECTIVE and heretofore found only in pistols of greater bulk. These features make the "BAYARD PISTOL" the IDEAL POCKET ARM.

"BAYARD" AMMUNITION

The .32 cal. (7.65 mm) "BAYARD" Cartridges adapted to Automatic Pistols of this calibre have no equal on the market as to quality, regularity of charges, penetration, etc. We are specialists in the manufacturing of this class of ammunition and guarantee against misfire, hangfire, etc.

DORKEN BROS. & CO., 140 McGILL STREET, MONTREAL

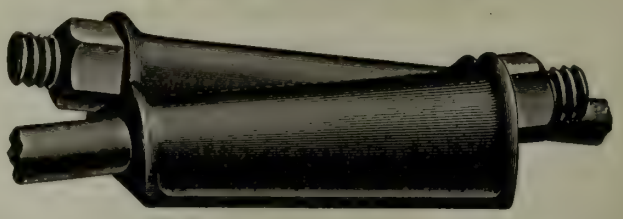
ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

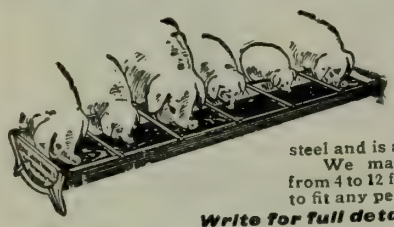
TANK LUGS



For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from ⅜ to 1½ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited, OTTERVILLE ONTARIO

A Durable, Heavy Steel HOG TROUGH That Sells Quickly



Introduce this high grade Hog Trough to your farm trade and it's sure to increase your business.

It cannot leak, as it is made from selected steel and is absolutely rivetless.

We manufacture stock lengths from 4 to 12 feet and make odd lengths to fit any pen to order.

Write for full details and prices.

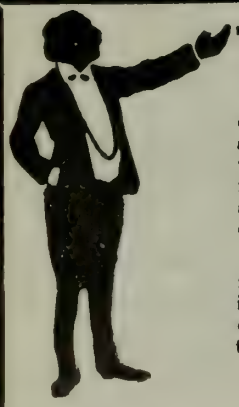
ERIE IRON WORKS, Ltd., ST. THOMAS ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL HALIFAX OTTAWA — HEAD OFFICES TORONTO CANADA — WINNIPEG VANCOUVER ROSSLAND



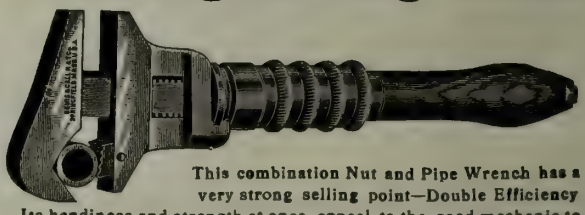
Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

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THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

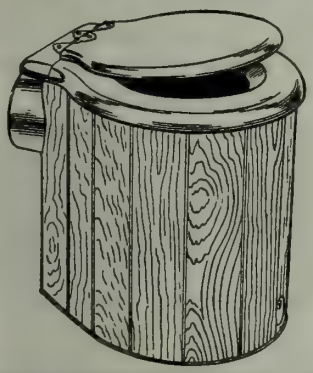
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Prompt delivery from stock

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by the invention and patent of Aerated Sanitary Dry Closet. No waterworks or sewerage required. No polluted matter to be carried out regular. Just as convenient as the flush closet, at a very small cost. The liquids carried off by a small ½ gas pipe and run in a hole outside. By the use of a chemical the solids are disposed of. Sold on trial.

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By seeing that this exact mark is on each blade.

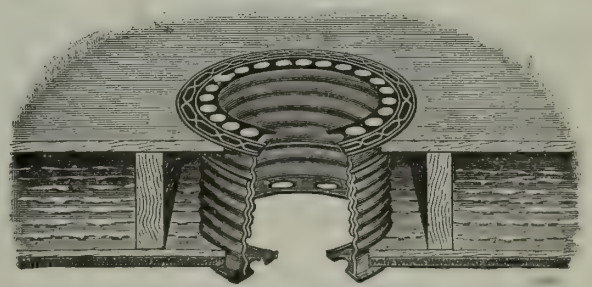
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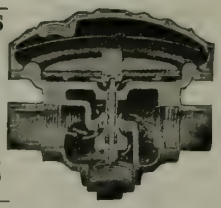
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Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

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OF ALL DESCRIPTIONS
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Castings of all Kinds.

Write us for our list of Plow Castings.

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WE MAKE A SPECIALTY OF

WIRE SPRINGS

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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



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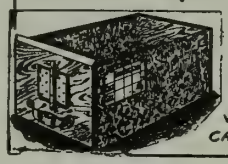


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That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

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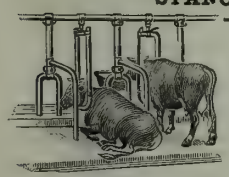
Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

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will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

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The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

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GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

TIMBER JACKS.

TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS



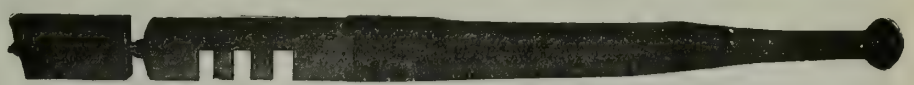
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are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

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ARMSTRONG PLANER TOOLS
Are ALWAYS Ready for use.

7 Sizes. Write for Catalog.

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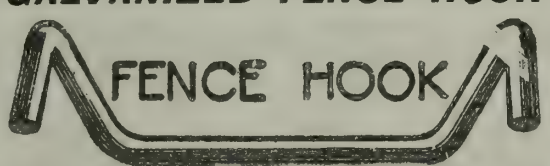
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with an assortment of Cutters

EQUAL A DOZEN FORGED TOOLS.



GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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Simple!
Durable!
Effective!
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Will Extinguish Any Kind of Fire!

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There is no cure for fire—

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Full Descriptive List will be sent on application to

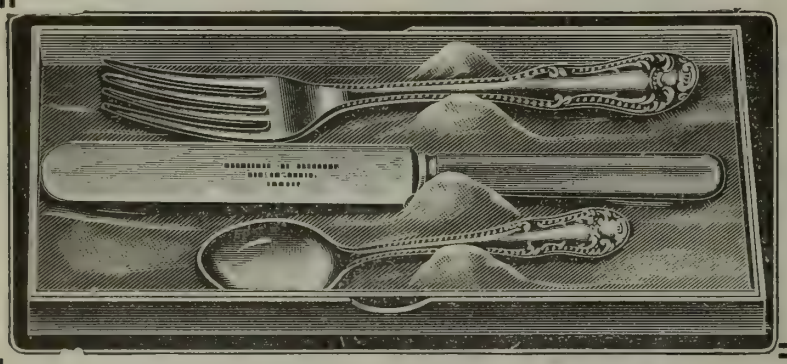
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These three pieces, in a neat satin-lined box, are the very things you should buy, for they are rapid sellers.

This High-grade Ware is heavily plated with pure silver and is very artistic and durable. It is the best on the market for children and will withstand all kinds of usage.

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Champion High-Speed Washer

make it a winner against all competition Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

It pays to link up your store with such successes as the CHAMPION.

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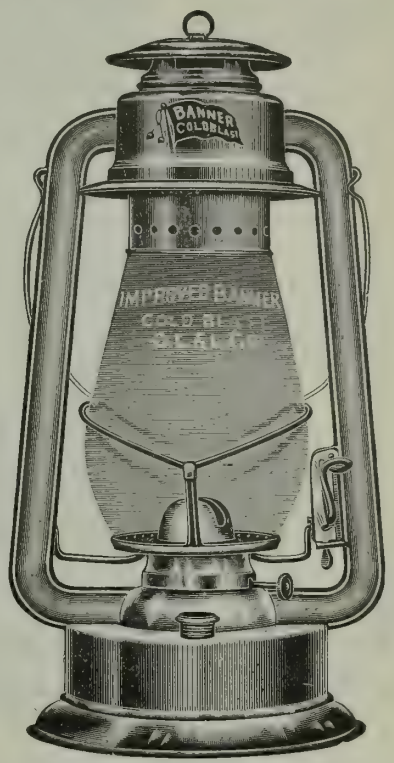
"BANNER COLD BLAST LANTERNS"

We Recommend the "BANNER"

BECAUSE

It will last longer,
Has Patent Automatic Lift Lock,
Has Patent double-seamed Oil Well,
Burns fifteen hours longer than others,
Has Solid Non-corroding Brass Burner,
and
Costs you no more than inferior lanterns.

Good Talking Points, Eh?



FOR SALE BY ALL JOBBERS

ONTARIO LANTERN & LAMP CO., LIMITED

HAMILTON - ONTARIO

A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

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THE MORRIS & BAILEY STEEL CO.

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

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Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

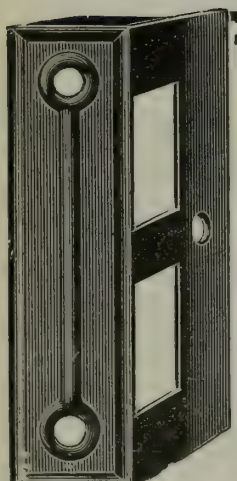
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Antimony, Copper, Tin, Lead, Zinc.

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For Durability and Strength

The "National" Steel Rim Lock

has no near rival.

The locking mechanism, entirely pivoted on a central pin, is very simple and cannot get out of order. This is a decided improvement over other makes—an improvement that is a point of interest to every builder.



Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars.

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The APPEARANCE, DURABILITY and FINISH of our urns are unsurpassed, and, considering the prices, which are most conservative,

Our Up-to-date RESTAURANT URNS



are the largest value and most profitable *for you* that you can handle.

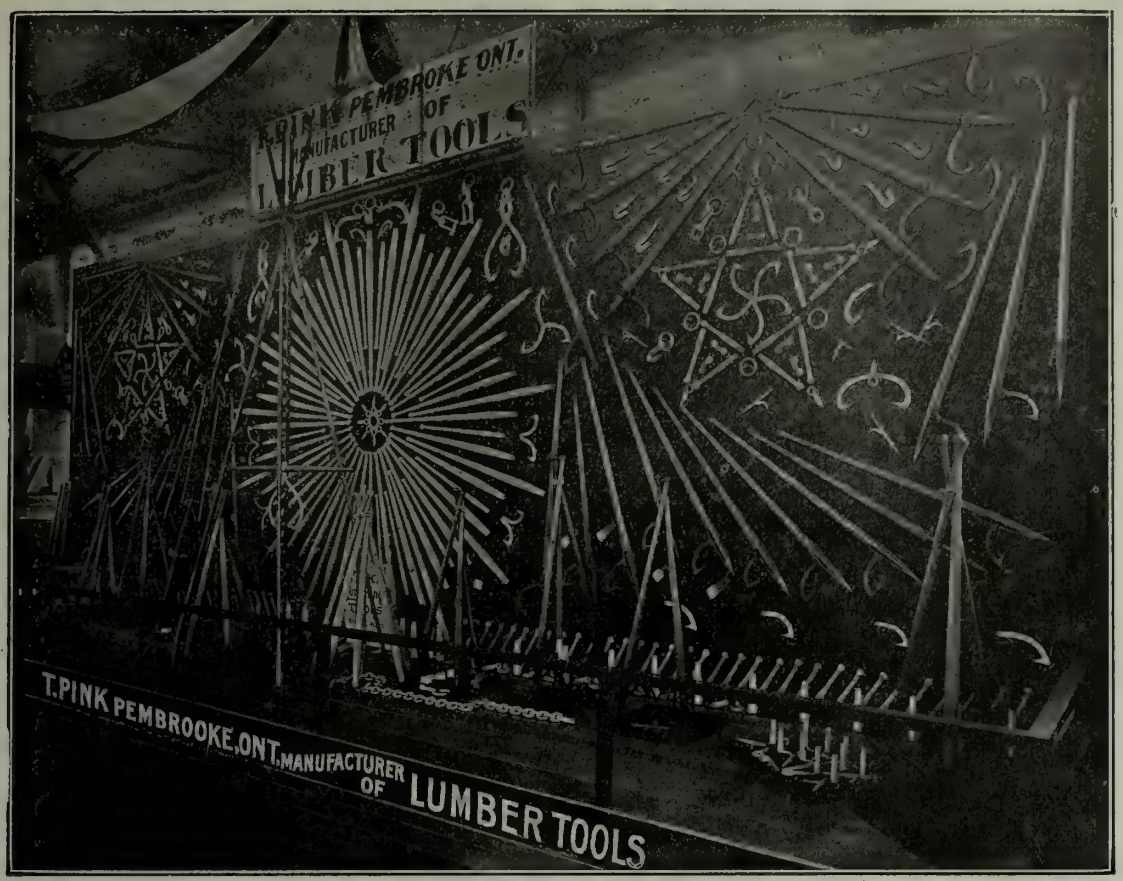
Put them in a prominent place and they will sell themselves and always satisfy your customers.

YOU run no risk---OUR guarantee assures this satisfaction to all buyers.

WRITE AT ONCE
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Canadian Representatives
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Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



It's a Great Wrench

It's indestructible, and you can everlastingly pull and the HEAD AND BAR WILL STAND THE STRAIN. It is of open hearth steel and the acme of simplicity and strength.

No matter what your special needs are, you can find a special wrench to meet them in the

"W. & B." Trade-Marked Wrenches

They are *Unequalled for Strength and Service* and give satisfactory results far beyond the ordinary make and they are within the limits of the most conservative expenditure.

Ask your jobber to-day, and if you are wise you will be right to-morrow on your wrench expenditure.

Our line is the most complete and our output of wrenches the largest in the world.

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TRADE W B Tools of Quality Bear These Marks W&B MARKS

The Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Established 1854. **Stocks carried at Winnipeg and Montreal.**

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Profitable Saws



We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

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E. C. ATKINS & CO., Inc.

MAKERS OF STERLING SAWS

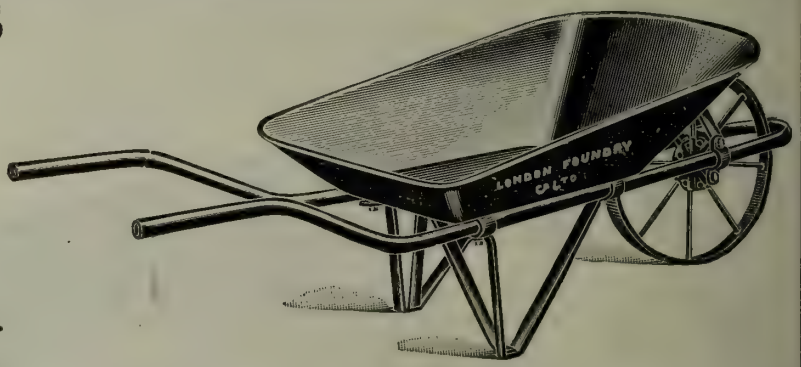
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WHEEL BARROWS

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We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



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London - Canada

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SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

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STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

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Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

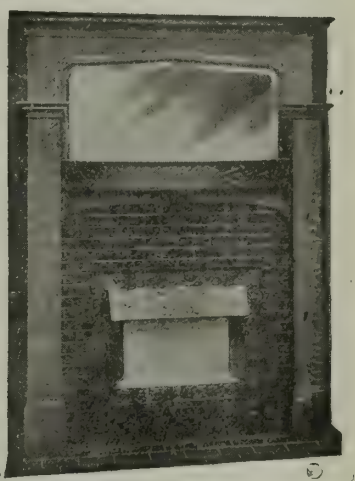
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Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

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In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N. B., February 8th, 1909

J.W. Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

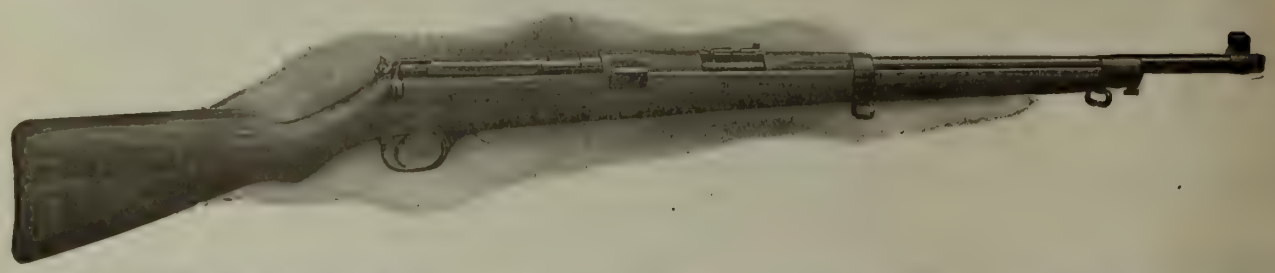
Yours truly,
J. E. Wilson, Limited

Write us for terms

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



Increased Sales of "Ross" Rifles Will Follow the Wonderful Successes of Canadian Marksmen at Bisley

(*Canadian Associated Press*)

Bisley, Eng., July 22.—The greatest feat ever performed in the history of rifle shooting at Wimbledon, or Bisley, was that performed by Private Clifford, of the 10th Royal Grenadiers, Toronto, this afternoon. On Wednesday last the Canadian marksman won the second most valuable prize of the meeting, the Prince of Wales £100. To-day he added to it the blue ribbon of the meeting, the King's Prize of £250. Never before have these two rich prizes fallen to the same man.

The Bronze Medal awarded the leader at the end of the first stage was won this year by Corporal Trainor, of Toronto. Both marksmen used the Ross Rifle.

Dealers everywhere will see the wisdom of being prepared for increased and increasing sales.

THE ROSS RIFLE CO., Quebec, P.Q.

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

2 & 3-ply
Ready Roofing
"Black Diamond"
Tarred Felt
"Joliette" & "Cyclone"
Sheathing

"The House of Reliable ROOFING"

WHEN buying from us you always receive reliable roofing.

It is made from carefully-selected materials and by skilled workmen, and has been tested for **years** before being placed on the market. It is guaranteed to be absolutely waterproof and weatherproof for years, and can be easily laid by any ordinary workman.

You cannot afford to overlook our proposition.

WRITE AT ONCE

We also manufacture all kinds of Wrapping Papers

ALEX. McARTHUR & CO., LIMITED
82 McGILL ST., MONTREAL
F. J. COX, Winnipeg - Sole Agent for West

PROFITABLE BUSINESS

results only from selling the highest-grade products.

STILL'S
AXE HANDLES

are substantial in construction and absolutely reliable.

They represent all that is best in quality of materials, skilled workmanship and complete manufacturing facilities.

Still's Axe Handles are highly recommended by the most critical of users.

They are never "come-backs"—Once they are sold, you will never see them again but the users will demand more.

Our guarantee protects you. Write at once.

J. H. Still Mfg. Co., Ltd.
ST. THOMAS ONTARIO



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Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Filletester Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.

Carpenters will find this tool almost invaluable.

Send for catalogue giving complete description.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1863. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

Best English Make

5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

WHY TAKE CHANCES?

A reputation for good quality brings to your store **New Customers** and **Increased Profits**, while goods of inferior quality will drive away both customers and profits.

Stanley's Steel BUTTS and HINGES

are the Standard of High Quality in the Hardware World. Protect your business against the danger of inferior quality by ordering goods which are distinguished by this.

THE GUARANTY TRADE S.W. MARK OF QUALITY

Stamped on the Goods

Printed on the Labels

THE STANLEY WORKS

NEW BRITAIN CONN. • U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 34 Royal Bank Bldg
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 23, 1911 NO. 38

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents, DORKEN BROS. & CO. MONTREAL

"GLOBE"

BLACK SHEETS

Well Liked for Painted Roofing.
Takes paint easily and requires less.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

Monarch Cobbler's Outfit

This outfit contains all tools, etc., necessary for Boot, Shoe and Harness repairing, and is certain to appeal to a large number of people in your community who are anxious to save money by doing their own repairing



It is a strictly first-class set and is guaranteed to give perfect satisfaction.

Besides adding many satisfied customers to your list, it will allow you a large margin of profit.

Write for full information, it will be of value to you.

Taylor-Forbes Co., Ltd., Guelph, Ont.

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig St W., Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Traveller's Bldg., Winnipeg; Canadian United Mfrs' Agency, London, England.

Big Ben is coming to Canada!



Height 7 inches. Dial 4½ inches.
Rings steadily for 5 minutes, intermittently for 10.

Big Ben, the biggest alarm clock success that's ever been known in the United States is coming to Canada. And we are going to make him like it so well that he'll never want to come back.

We have now completed steps to introduce Big Ben to the *Canadian* trade on as extensive a scale as we did in the United States.

Beginning with September we will extend our campaign to all the leading *Canadian* publications and in order to enable *Canadian* dealers to get the maximum benefit from our advertising, we are packing Big Ben especially for the *Canadian* trade 6 in a carton with a full set of store selling helps, (Posters, Show Cards, Metal Signs.)

On an order for 12 he comes with a mahogany display stand. On an order for 24 you can *have your name printed on dials*, get the stand, the posters and a beautiful metal sign, lithographed in five colors.

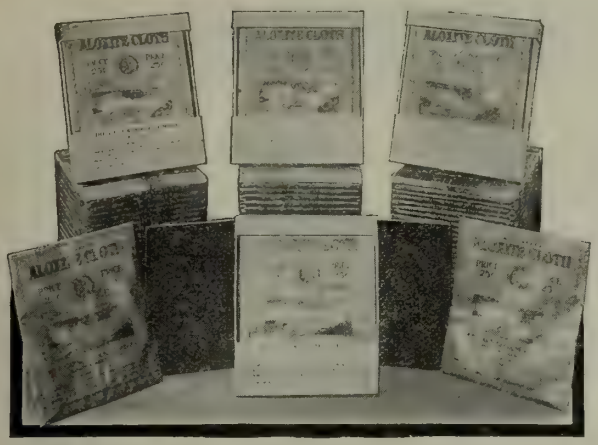
His retail *Canadian price* has been fixed at $3.00. You can sell him for more if you want, but you may not sell him for less.

Big Ben and his selling Helps are already carried in stock by 34 Canadian wholesalers. We shall be glad to let you have their names upon request.

In broken lots, $2.20 less 5%. In lots of 24, $2.10 less 5%

Dealers' names printed free on dials in lots of 24.

Western Clock Co.
La Salle, Illinois



ALOXITE CLOTH

THE CLOTH THAT CUTS

Aloxite is a new abrasive material made by The Carborundum Company. It is extremely hard, exceedingly sharp and decidedly tough. Aloxite Cloth is uniformly coated with this remarkable abrasive and it is far superior to emery cloth for general shop use. Aloxite Cloth is flexible—it *cuts*—cuts clean and fast—gives a better finish and because of the temper of the grain lasts longer. Your machinist customers will quickly realize its merits. This means repeat orders.

Put up in handy 9 x 11 sheets, 6 sheets in an envelope, 6 envelopes in a counter display carton or in ream bundles. Retails 6 sheets for a quarter.

Glad to send you Samples. Are you a Carborundum Sharpening Stone dealer?

The Carborundum Company, Niagara Falls, N.Y.

These Two

"YANKEE" TOOLS

are Catching the Mechanics

Quick Return No. 130

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.



"YANKEE" Push Brace No. 75

Bores ⅝" holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws---takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver. *These Are the Coming Tools.*

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

"SEBCO" DRILLS



None but the best grade of steel is used; tempered to meet every condition, and finished as a good tool should be.



One piece of gas pipe will fit Six Different Sizes of "SEBCO" Drill Heads

Have you ever stopped to think of the amount of work—good, strong muscle work—is involved every time you sell a drill? The man buying it takes it out and starts pounding away, making a hole in a brick or stone wall. It's pound—pound—pound—using up loads of energy and dollars of time.

Now isn't it up to you the next time he comes around to give him a drill that you know will make the hole quicker, cut out hundreds of those "pounds" and some of the dollars of time?

We leave it to you if you hadn't better send an order to our nearest branch. Prices are right.

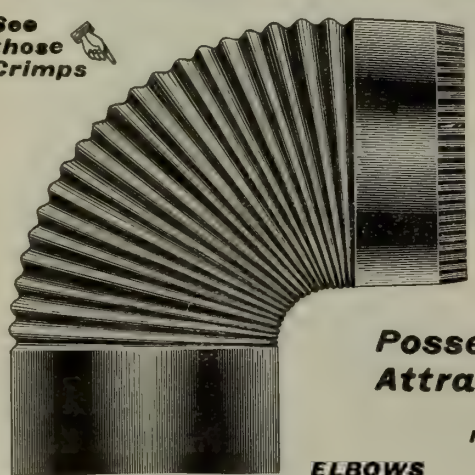
STAR EXPANSION BOLT CO.

T. EDWARD OGDEN :: DISTRIBUTOR

28 Toronto Street, Toronto
1142 Homer Street, Vancouver
377 St. Paul Street, Montreal
147 Bannatyne Street, Winnipeg

The S.M.P. STOVE PIPE ELBOWS and ANGLES

See those Crimps



The most popular Elbow manufactured. Standard sizes. Made of extra heavy smooth steel with long ends. Riveted ready for use.



Possesses Strength and Attractiveness Combined

PRICES ON APPLICATION

ELBOWS								ANGLES				
Sizes—Inches									Sizes	Inches		
Plain or Common	3	4	5	6	7	8	-	5	6	7	8
Polished	..	..	5	6	7	8	-	5	6	7	8
Tin	..	..	..	6	7	8	-	..	6	7	8
Galvanized	..	..	..	6	7	8	-	..	6	7	8

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

ROOF INSURANCE

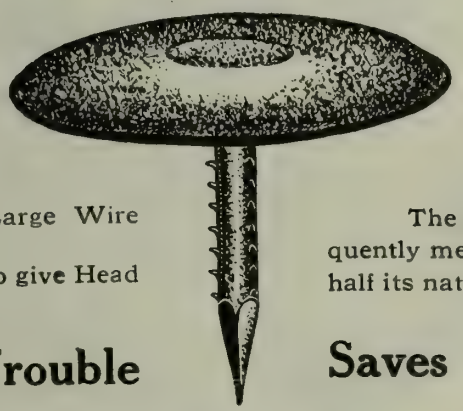
and

SIMPLEX ONE-PIECE LARGE HEAD ROOFING NAILS

Mean One and the Same Thing.

HEAD AREA

Means Roof Life



TRIVIAL EXPENSE

Insures Life of Roof

Four Time Head Area of Large Wire Roofing Nails.

Heavy Steel Cupped Shape to give Head Bearing equal to its Full Diameter.

The Saving of a Cent a Roll in Nails frequently means the entire loss of a Roof before half its natural life has been reached.

Saves Time--Saves Trouble

Saves Roofs--Saves Money

The very nature of Prepared Roofings demands a nail with a Large Head; being made of a substance which tears readily, it is of vital importance to use a nail with great head area.

The SIMPLEX has the Head Area

and besides it is a **Time Saver,** a One-Piece Nail, carefully made.

No time lost, as occurs when assembling separate nails and caps. No curling up at the edges of the cap. No leaking and rusting where nail goes through the cap. The Nail and Cap are **welded together.**

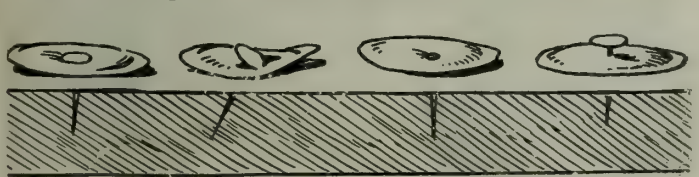


Illustration of TIN CAP AND NAIL Trouble.

Caps curl up when nailed to roof and leave very little bearing on the roof. Tin Caps soon rust and leak. Caps and Nails require time to assemble and are difficult to handle on steep roofs.

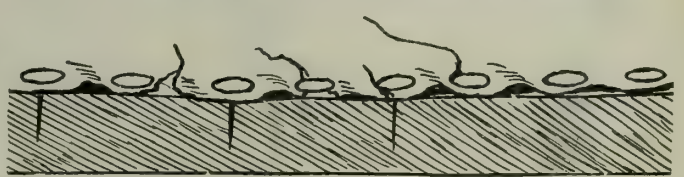
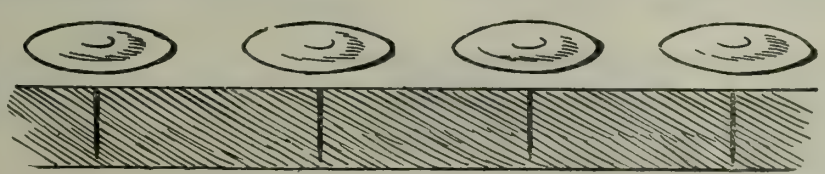


Illustration of REGULAR ROOFING NAIL Trouble.

Four times as many nails to drive to get the same surface under head as with Simplex. Wind strain causes roofing to TEAR AWAY from head. Four times cost of applying in time.

Heavy Steel Head 1 inch Diameter; Won't Curl, Rust nor Tear Roof.



Small Stem, 1 inch Long and Barbed to Insure Greatest Holding Power.

Illustration of NO TROUBLE AT ALL with SIMPLEX Nails.

Quickest to lay—Thick Heads Resist Rusting—Largest Bearing Surface—Edges don't curl up—No leaks around Head—All One Piece—Four times Head Area of a Regular Large Head Roofing Nail.

If you want to give your customers Good Roof Service, Sell SIMPLEX NAILS.

LEWIS BROS, LIMITED, MONTREAL

SOLE AGENTS FOR CANADA

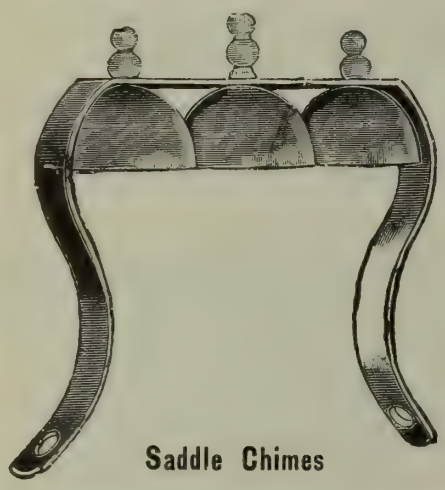
OTTAWA TORONTO VANCOUVER



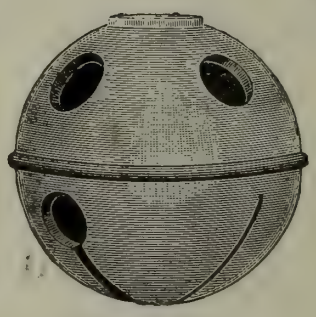
Saddle Chimes



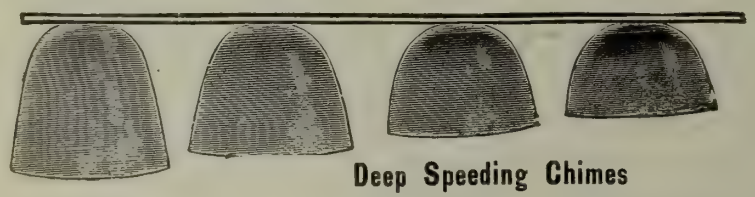
Strap Chimes



Saddle Chimes



Sleigh Bells



Deep Speeding Chimes

Sleigh Bells

OF ALL KINDS

We CARRY Only the BEST

Latest Style Clearest Sound
Perfect Finish

Sell the Best

Investigate Our Line

before buying elsewhere,
as our goods

Satisfy Every Purhaser

SEND US

YOUR ORDERS

FOR PROMPT

EXECUTION

We are Prepared for a Busy Season

WRITE FOR PRICES

We Ship Promptly. All Enquiries Receive Our Prompt Attention. We Ship Promptly.

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL - - CANADA

Your Customers

will bless the day you sold them

WONDER-SHINE

That Wonderful Silver Cleaner that removes dirt and tarnish instantly without rubbing.

Housekeepers need this article just now when coal gas tarnishes the household silver. Wonder-Shine will help them to keep it clean and bright.



Easy to clean silverware this way—no rubbing

Just dip your gold, silver or plated-ware in **WONDER-SHINE,** then rinse and dry with a soft cloth. That's all. It removes all tarnish and dirt instantly—gives a brilliant and lasting lustre just like new. Cleans more silver in half-an-hour than paste or powder in half-a-day—and cleans it better. Contains no acids—cannot injure silver or gold, hands or clothing. Try it.

At all dealers, 25c. a package.



WE HAVE A FEW

Hood Pattern Sewing Machines

Like Cut at **$15.00** each, f.o.b. Montreal.

Fine light oak case, metal parts neatly japanned. Complete, with full set attachments. Guaranteed.

Caverhill Learmont & Co

MONTREAL and WINNIPEG

The

Steel Company of Canada

Limited





M. R. M.

HORSE NAILS



The Quality is Guaranteed by the use of Best Swedish Steel Rods

WOOD SCREWS, MACHINE SCREWS

Bar Iron Bar Steel

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods, Horse Shoes, Wrought Pipe, Wire Field Fencing.

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W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

THE DEALER'S POLICY



is to deal with the house that studies his interests and not only sells him Samson quality goods, but lets the same Samson quality pervade all its dealings.

We not only sell to the dealer, but help the dealer sell to his customers.

If you are already dealing with us, you'll know that we endeavor to help all we can. If you are not—why send us a trial order—say for **Samson Ready Roofing,** it's a good seller and gives us a chance to show you our methods. We handle high grade lines of Cutlery, Rifles, Guns, Ammunition, Builders' Hardware, etc.

SEND US YOUR ORDER.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

We Ship Promptly.

TORONTO

Our Prices are Right.

GRAHAM NAILS ARE THE BEST.

C S G Co. CRESCENT BRAND

BUTTS AND HINGES

Our Brand guarantees the quality and your protection.

The demand is such that we are constantly asked

How many can you deliver us?

Do you not sell them?

Perhaps that is what is wrong with your hinge trade.

CANADA STEEL GOODS CO., Limited

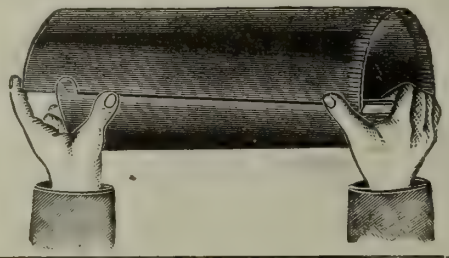
HAMILTON MANUFACTURERS CANADA

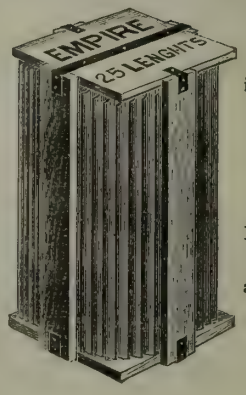
DAVIDSON'S "EMPIRE" STOVE PIPES

(IMPROVED PATENT)

SIMPLE AND EASY TO PUT TOGETHER.
THE ONLY TOOLS REQUIRED ARE A PAIR OF HANDS.
PIPES BEING CUT OUT WITH DIES, ENSURE ABSOLUTE FIT AND CONFORMITY.

Deep swage prevents telescoping. Sold as low as ordinary stove pipes





Neatly packed in strong crates of 25 lengths.

—

Secures lowest possible FREIGHT RATE and are specially coated to prevent rust in transit.

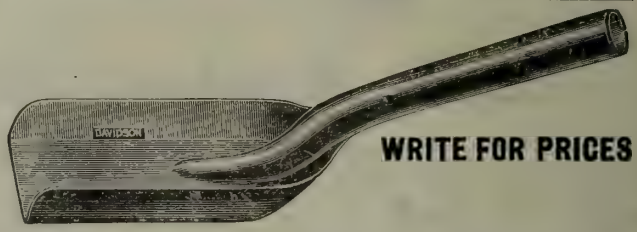
Made in Sizes 5, 6 and 7 inch

FIRE SHOVELS

HEAVY ENGLISH PATTERN

With Large Bowl and Open Socket Handle for Wood Extension.

Two Sizes,	No. 2	No. 3
Inches,	5 x 8½ x 17½.	5½ x 9½ x 18.



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THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG

Estd 1809 **EVERED** & Co LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire Mattresses.

Brass and Copper and Brass Cased Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN TRAVELLING REPRESENTATIVE:

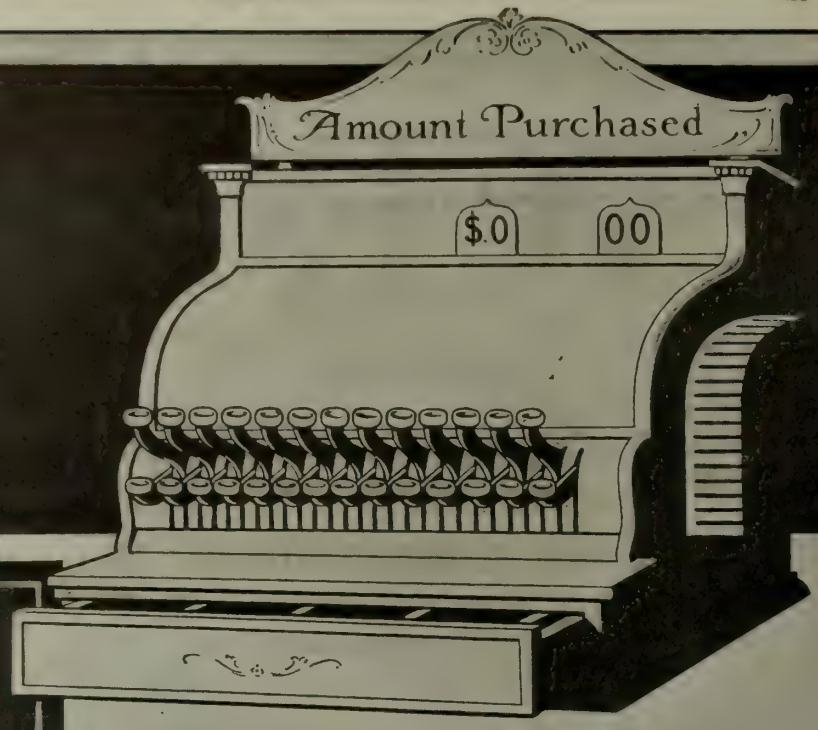
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THOS. CARLYLE, 177 WATER ST., WINNIPEG

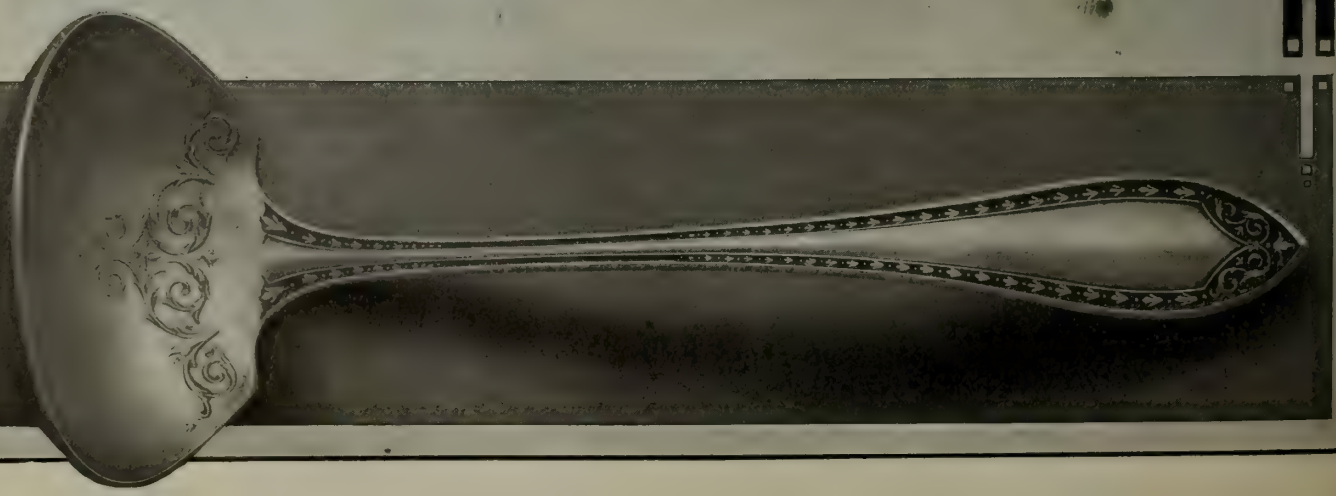
ASK OUR SALESMEN TO WAIT UPON YOU.



IF you want to save wear on your cash register — *Don't* let people know that you carry

COMMUNITY SILVER

and RELIANCE PLATE



30,000,000 Pounds Sold Annually



For a Quarter of a Century the Standard Wall Coating

Write Us for Our 1911 Selling Proposition

FOR SALE BY

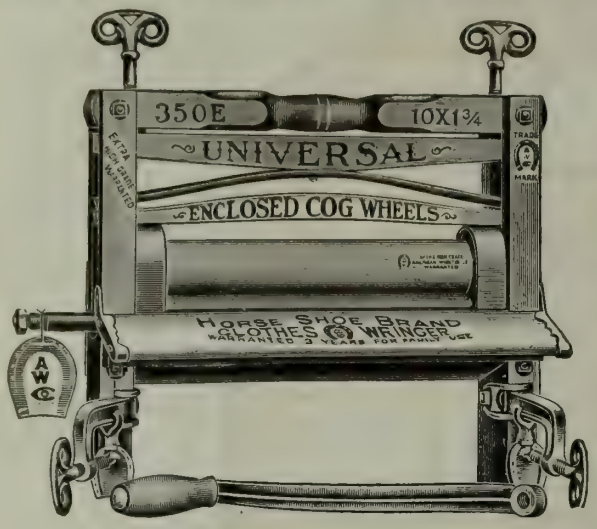
The Winnipeg Paint & Glass Co., Ltd.

Calgary Edmonton Winnipeg

Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

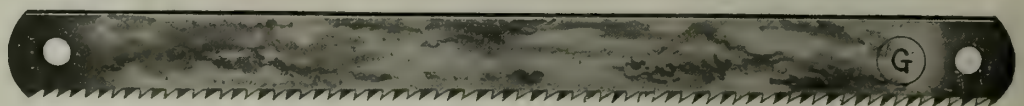
Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 38IE	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

The American Wringer Co., New York

HACK G SAWS



GOODELL-PRATT HACK SAW BLADES are thin, hard and tough. The teeth are correctly shaped and properly sharpened. They can be relied upon to cut with wonderful speed. Don't fail to give them a trial.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS.
U.S.A.

THE

BLUE

BOOK

Mr. Hardware Man

You realize that an apt suggestion will often facilitate the prospective customer making a selection, and thus enable you to make a sale which otherwise would be lost.

For suggesting a suitable choice of handsome useful metal-ware the

BLUE BOOK A.

is invaluable.

That's why you should send for a copy attractively printed in three colors that never fails to interest.

Furthermore, it illustrates a line always in demand, and one you can sell at a good profit.

Without fail write for a copy of the book and ask for our co-operative plan for promoting your sales.

S. STERNAU & CO.

MAKERS OF
STERNAUWARE
COMPRISING

Fancy Teakettles, Chafing-Dishes, Coffee-Machines, Alcohol-Stoves, Bathroom Fixtures, Etc.

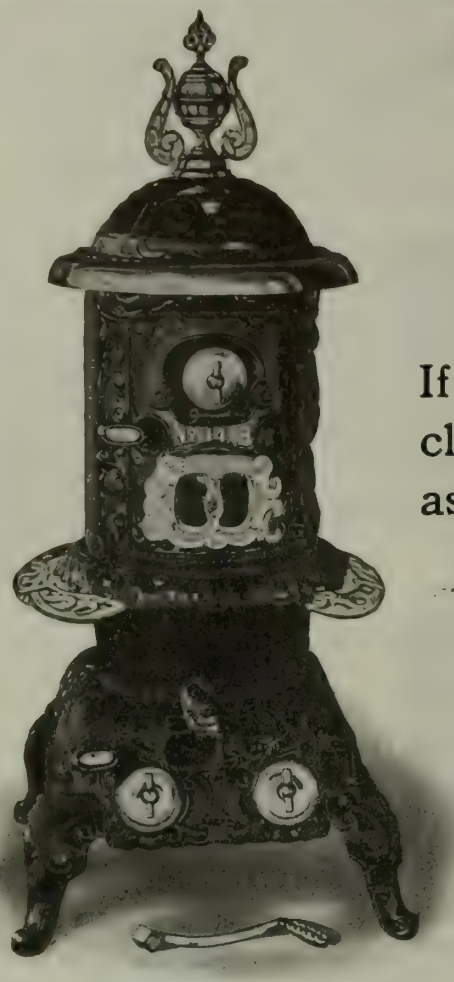
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195 PLYMOUTH STREET
BROOKLYN, N.Y.

NEW SHOW ROOMS:
305 Broadway, N.W. Corner
Duane St., N.Y City

A few of the many styles



Variety offers latitude for choice.
Sternauware has variety.



"Belle" Oak HEATER

Burns Coal or Wood

If you want to stock a line of first-class, moderate-priced heaters, ask about the "**Belle**" Oak line.

The "**Belle**" Oak is made in four sizes. The two larger sizes are supplied with feeder.

It has duplex grates, removable nickel, three-piece rail, pocketed ash bottom, shaker in lower door, which permits fire being shaken without opening lower door, etc.

The "**Belle**" Oak is well known to the Canadian trade, its special features are appreciated, it is a nice stove to stock, and it sells itself. **Are not these sufficient inducements?**

COAL HODS

5 Styles—3 Finishes—2 Sizes

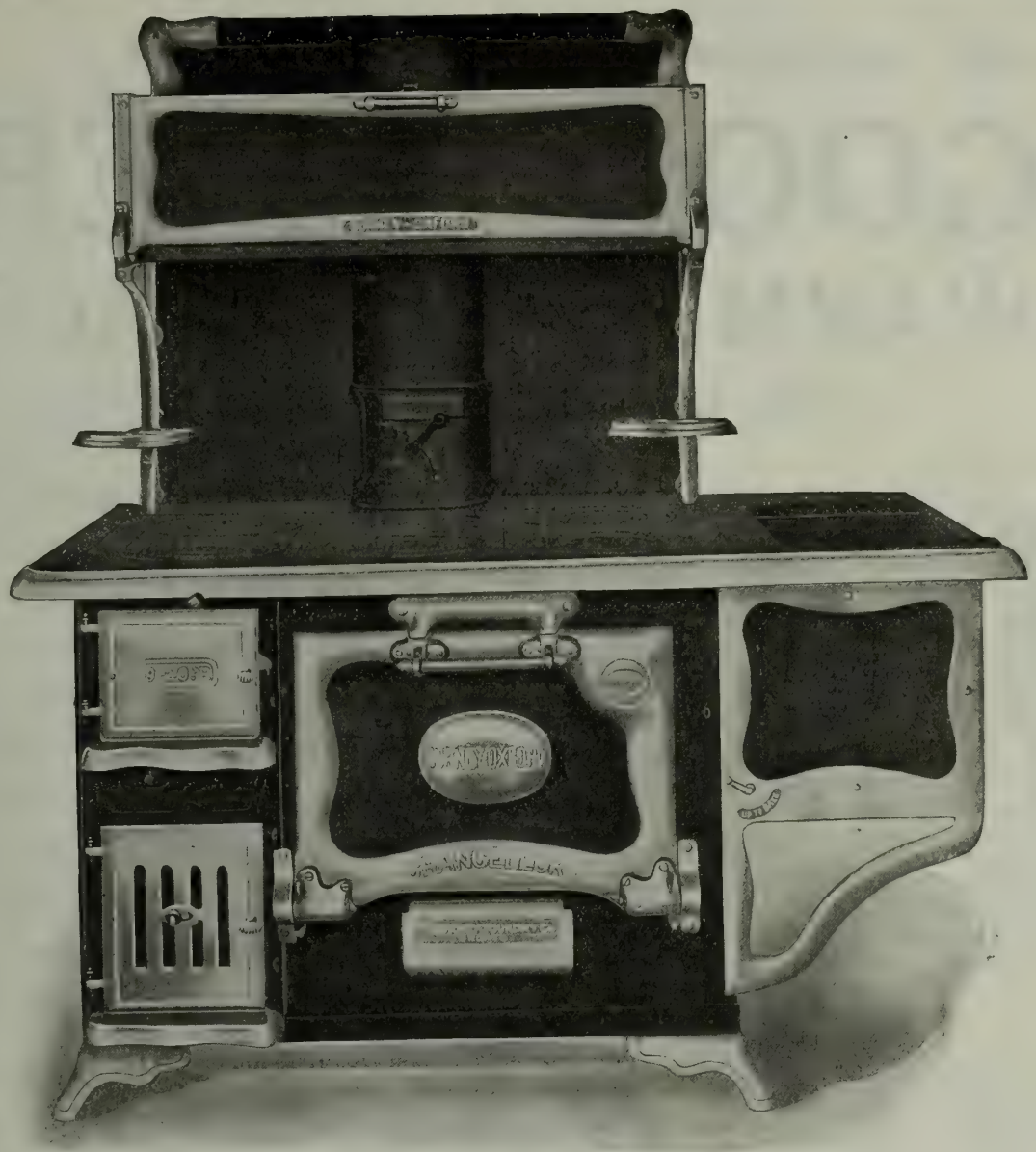
We can offer you an unparalleled line of Coal Hods. The japanning is a nice smooth black, the workmanship is perfect.

The coal hod season is at hand. Are you prepared?



McCLARY'S

TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN, N.B. HAMILTON
CALGARY SASKATOON



Three Big Reasons Why Gurney-Oxfords Sell on Sight

The GURNEY-OXFORD marks a distinct era in stove making. It is practically an *exclusive* line with points of excellence that belong *only* to GURNEY-OXFORD.

Tell your customers how *big* the line is ; how wide a variety of stoves and ranges the GURNEY-OXFORD represents

There are styles to suit all possible demands, differing in size, shape and price, but all alike in being widely advertised—widely talked about—and all possessed of *selling points* and *staying qualities*

And no matter which style of GURNEY-OXFORD Range you show, attract attention to these *three big points* of excellence —three *exclusive* reasons why Gurney-Oxfords *sell;* why they make a vital appeal to buyers, and lasting friends for the dealer.

The Gurney-Oxford Economizer, a one-lever device for fuel-saving and fire control licensed for use *only* on our goods

The Reversible Grate, which also saves fuel, and is a marvellous labor-saver, requiring but one motion to shake it, or our special Soft Coal Grate.

The Dividing Flue Strip, which *equally distributes heat* along back, front and sides of the oven. This is an unfailing point of argument for any woman who has ever done any baking. Show her this—play up all these points strongly.

Your arguments are supported by absolute facts. And your eloquence and enthusiasm, backed by our broad-gauged policy and square deal, is bound to show big returns for both of us.

GURNEY-OXFORD

THE GURNEY FOUNDRY CO., Ltd.

GURNEY-OXFORD

TORONTO

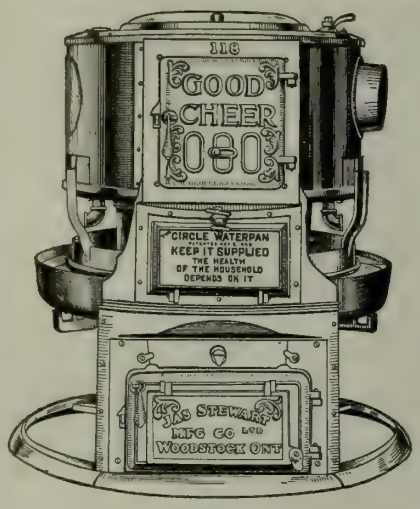
MONTREAL **HAMILTON** **WINNIPEG** **CALGARY** **VANCOUVER**

You can well believe the good reports of the

"GOOD CHEER"

WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the "Good Cheer" and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

McLennan, McFeely & Co., Vancouver, B.C.

Wood, Vallance Hardware Co., Nelson, B.C.

Ross Bros., Limited, Edmonton, Alta.

"THE PRISCILLA"



"SILVER PLATE THAT WEARS"

Silver That Gives Lasting Satisfaction

The pleasure that is taken in the refined lines of beauty and dignified designs, the assurance of worth and long wear which is given by the trade-mark

1847
ROGERS BROS.

place this ware on a higher plane than ordinary silver plate. Reputation for long wear has won for it the title

"Silver Plate That Wears"

Silver ware should do more than appeal to the eye. The kind of silver that looks well on the show case but will not stand daily service is not a good kind to buy nor a good kind to sell.

The dealer who handles

1847 ROGERS BROS. X S TRIPLE

is able to **TALK QUALITY.** Not only do these goods look well but they **WEAR** well.

There are other makes of "Rogers" goods, but only one

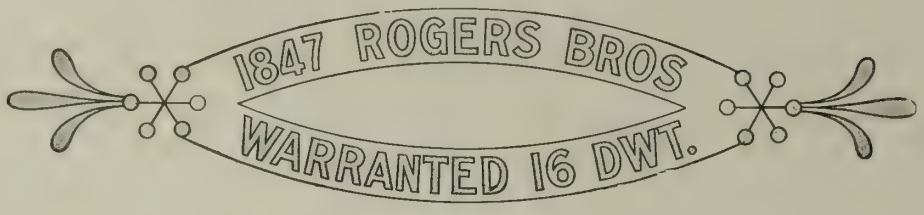
1847
ROGERS BROS.

the genuine, and for sixty-one years the standard of excellence—the heaviest Triple-Plated Table Silverware obtainable.

MERIDEN BRITANNIA CO.
HAMILTON, CANADA

Silver Plated Knives

Stamped



are

Genuine "ROGERS" Goods

The dealer who handles

1847 ROGERS BROS. MERIDEN B. COMPANY **X S TRIPLE**

is able to talk QUALITY. Not only do these goods look well, but they wear well.

There are other "Rogers," and various makes of silverware, which are claimed to be "just as good," but like all imitations they lack the beauty and wearing qualities identified with the ORIGINAL and GENUINE.

For 63 years the Standard of Excellence.

MERIDEN BRITANNIA COMPANY
HAMILTON, - CANADA

We Are Setting the Pace for 1912

Reach

Baseball Goods

The REACH factory have opened in Toronto, taking over the only established factory making

Mitts, Gloves,

and other BASEBALL REQUISITES.

A Saving of 25% to 33⅓%

in the cost of a large part of the "Reach" lines. At retail at same prices as in States.

Your Profit is Guarded

by the restricted retail selling prices to which each purchaser agrees.

Satisfaction to the User

is assured not only by "Reach" reputation for fair dealing, but by an absolute guarantee with each piece.

The Victor

TENNIS GOODS

Hammocks

The 1912 line of VICTOR HAMMOCKS is the best showing we have ever made. The perfect blending of colors and original effective designs are a triumph for another

"Made in Canada" Line

The lines we show are only to be seen in our assortment. PRICES which will insure maximum sales and the meeting of any competition.

Victor Tennis Goods

Superb Rackets, combining in a rare degree Beauty of Design, Perfection of Finish, Finest of Materials, Most Effective Playing Qualities.

SPECIALTIES for SPRING

in Children's Spring and Summer lines, Garden Tools, Seaside Toys, etc.

OUR TRAVELLERS NOW READY
DROP A CARD TO INSURE SEEING THE LINE

The Fancy Goods Company of Canada, Limited

156 FRONT STREET WEST TORONTO

Jewel Stoves and Ranges



STYLE R.F.

Royal Jewel Steel Range

The Range of Quality.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

We also make a great variety of **Cast Iron Ranges and Cooking Stoves**, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. **The Grand Jewel Wood Cook Stove** is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of **Heating Stoves** to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

JEWEL TRADE MARK

The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



Each FORD Feature Means Money To YOU

Ford's Bit Extension is the newest, the best and the most practical ever made.

It combines the best points of other makes with several exclusive **Ford** features, thecombination being an extension that has absolutely no equal on the market to-day.

Each feature is a time, labor and money saver to the purchaser, for the **Ford** does **more work, better work** and accomplishes it easier and in less time than all former clumsy working extensions.

Each feature is a talking point--a strong selling argument and

EACH ONE CLINCHES A SALE

because of its superiority over the ordinary extensions.

Electricians are very enthusiastic over the **Ford**, and without exception pronounce it the first and only really practical extension ever produced.

It sells for the same price as inferior extensions, but the satisfaction it gives is ten fold greater.

The demand is steadily increasing, as it becomes known it will be still greater. Are you prepared for your shares of the trade that's sure to come? If you have not stocked up with this new extension, we shall be pleased to send you advertising circulars, price lists and name of nearest jobber.

Ford Auger Bit Company
HOLYOKE, MASS.

PRINCE ARTHUR

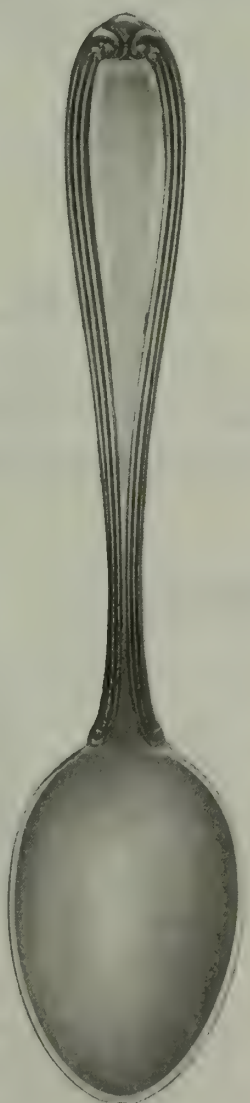
PATTERN

EXTRA HEAVY WEIGHT

A splendid seller, quality absolutely guaranteed.

In buying Silverware from your jobber, insist on it being stamped

TOROTO SILVER PLATE CO.



This Company is *not* in the Trust or Members of any Silverware Association or Combine.

Factories and Salesrooms:
WEST KING STREET, TORONTO

E. G. GOODERHAM, President

A few Reasons Why You Should Handle

PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings—which gives them a wider demand.

They have Iron to Iron connections.

They have a large Centre Water Column.

They are set without rubber packing or washers.

They have large, powerful Direct Fire Surfaces.

They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiency or reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

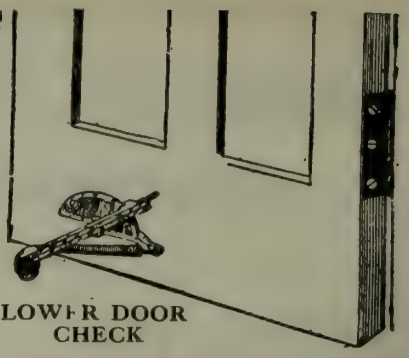
PEASE FOUNDRY COMPANY
LIMITED
Toronto, :: Canada

PEASE-WALDON COMPANY
LIMITED
Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

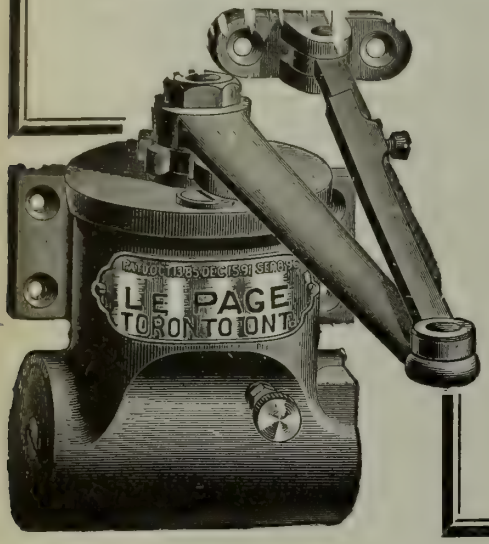
Good Profits and Guaranteed Satisfaction in

The "LE PAGE" Patent OIL DOOR CHECK and SPRING



LOWER DOOR CHECK

This Door Check is the only one made without packing in its working, which assures absolute freedom from packing friction.



Slamming is impossible with this check as it has oil in its spring cup that forms a cushion which keeps the door under perfect control and allows it to close quietly.

This Door Check is used exclusively in Toronto public schools, Simpson's, Eaton's, etc., and is giving absolute satisfaction.

The "Le Page" Door Check is guaranteed to give satisfaction.

WRITE FOR PRICE LIST AND PARTICULARS.

WM. KEATING

266 MACDONALD AVE. TORONTO

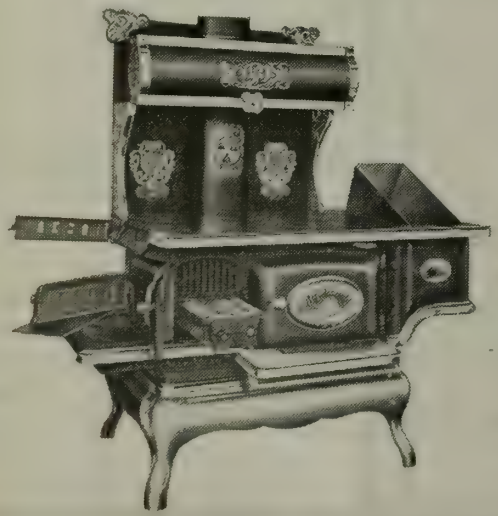
The Empire Queen Range

is so constructed that the heat is evenly distributed, thus insuring the most perfect results from the oven and from cooking holes at the same time.

The castings in the Empire Queen are very even, smooth, and well proportioned, adding greatly to the general appearance of the range.

Prospective buyers cannot overlook this range as it is very attractive and guaranteed to give absolute satisfaction.





THE EMPIRE OAK

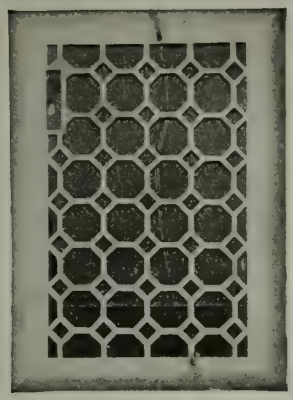
has a body that is made of heavily polished steel, mounted with a flange, forming a perfectly tight joint. It is an artistic and high-grade Oak that sells at a price that is within reach of everybody, leaving a large margin of profit for you.

Will burn either Wood or Coal.

The Canadian Heating & Ventilating Co., LIMITED

OWEN SOUND, ONT.

AGENTS—Canada Stove & Furniture Co., Montreal, Que. Christie Bros., Ltd., Winnipeg, Man. M. C. Drew & Son, Vancouver, B. C.



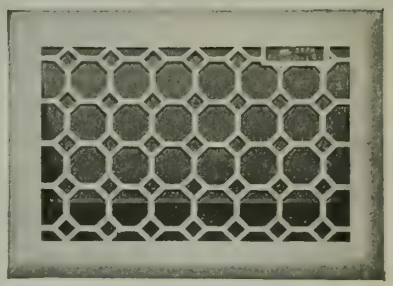
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

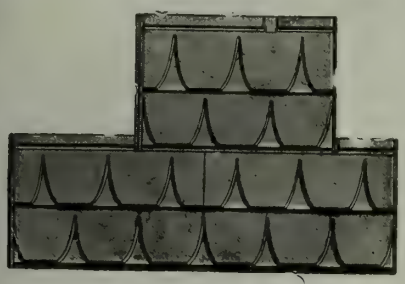
The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario



"CROWN" PATENT STEEL SHINGLES

have won wide-spread and lasting favor because of their many superior qualities. Beauty, simplicity, durability---these are their salient characteristics. Absolutely storm-proof and water-tight. When put on according to directions, "CROWN" Patent Steel Shingles remain in perfect condition for years.

QUICK ESTIMATES ON SPECIAL JOBS.

Catalogue and Price Lists will be sent you upon request.

McFARLANE & DOUGLAS, Limited, 250-260 Slater Street, Ottawa, Ont.

This Stove Burns Stove Coal

Quick in Action and Always Under PERFECT Control.

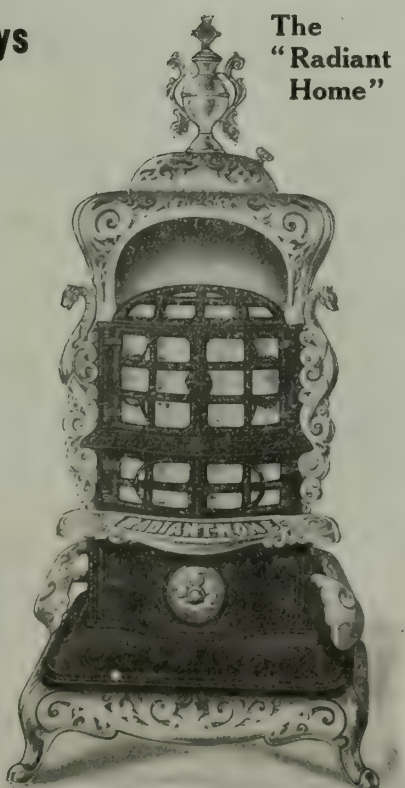
The Cleanest, Safest and Most Economical Base Burner.

"Stove Size" Anthracite is better than "Chestnut" as it is purer coal, containing from 3 to 4 per cent. less slate and impurities. More pounds of real coal to the ton, burns better with less ashes, gives more heat units, holds fire longer and burns slower.

The "RADIANT HOME" is the only Base Burner specially constructed for burning "Stove" coal.

The LEAST FUEL.
The MOST SATISFACTION.

The "Radiant Home"



SAMPLE ORDER SOLICITED

Constructed at the request of the Anthracite Coal Mining Companies and endorsed and recommended by

The Canadian Retail Coal Association.

The Susquehanna Coal Co.

Lehigh Valley Coal Co.

Del., Lack. and Western Coal Co.

Phila. and Reading Coal and Iron Co.

Dickson and Eddy.

This style made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.

The William Buck Stove Co., Limited

Brantford Montreal Winnipeg Calgary Saskatoon Vancouver

Mr. Dealer: Get Out After The Ventilator Trade

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

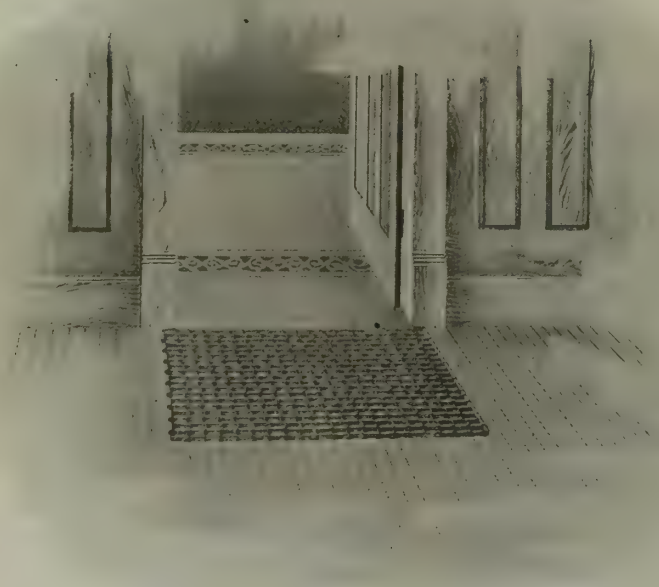
Acorn Exhaust Ventilators are designed on the most improved methods of ventilation. Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial. When you decide to do so, just write us and we will furnish you with full details.



The Metal Shingle & Siding Co., Limited

Factories:
Preston, Ont.
Montreal, Que.



Premier Flexible Steel Mat

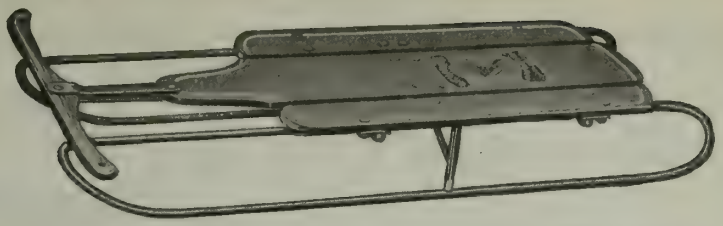
is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited
HAMILTON, CANADA



Best Xmas gift I ever got



Have you ordered your Richards-Flexofold?
You'll make a hit this winter. Write us to-day.

The steering sled that folds

Three sizes

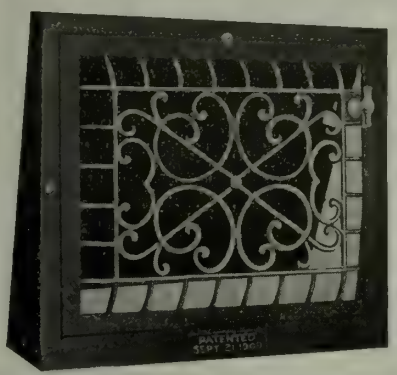
Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

Door Hangers and Hardware Specialties

The folding sled that steers

Three colors



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

A Profitable Line For The Coming Season!

STANDARD SILVER TOILET WARE

Toilet Ware will, from all indications, be predominant as presents during the next months. Get your share in it.

The Latest Designs in Standard Toilet Ware

will help you to build up a trade,

BECAUSE

Customers prefer **STANDARD MAKE** for its reliability and dependableness, its originality and the unsurpassed quality.

Add to these the perfect workmanship and **reasonable prices** and you can no longer hesitate in choosing our make as the best for you.

Try Standard Silver Toilet Ware this season and watch the sales prove our statement.

Handsome profits and satisfied customers will be the result.



Every piece manufactured and guaranteed by

STANDARD SILVER CO. OF TORONTO, Limited, 33-41 Hayter Street TORONTO

Industrial Products Blue Book —Buyers' Guide

Mr. Hardware Merchant—

SOME OF YOU

Have been regular subscribers to this book for 18 years.

SOME OF YOU

Have bought it as soon as off the press at Five Dollars per Copy.

OTHERS OF YOU

Have bought it a year after publication at a reduced price.

BUT NONE OF YOU

Ever bought a copy at less than Five Dollars within one year after it was bound up.

NOW YOU

CAN GET IT THIS MONTH, fresh from the press, at 40% off. Net - - - ***$3.00***

DELIVERED EXPRESS CHARGES PREPAID

P.S.—Cloth Bound, 576 pages. 176 pages of Cross Indexed Articles, being 170 more such pages than any other publication in Canada.

Manufacturers' Products List Co.

MONTREAL

$ DOLLARS for DEALERS $ SELLING GRAB'S FOOT SCRAPERS



One of the most profitable and quick selling articles on the market. Saves housewife's time, trouble, labor and temper. Cleans sole and brushes sides of shoe in one operation. Brushes are adjustable.

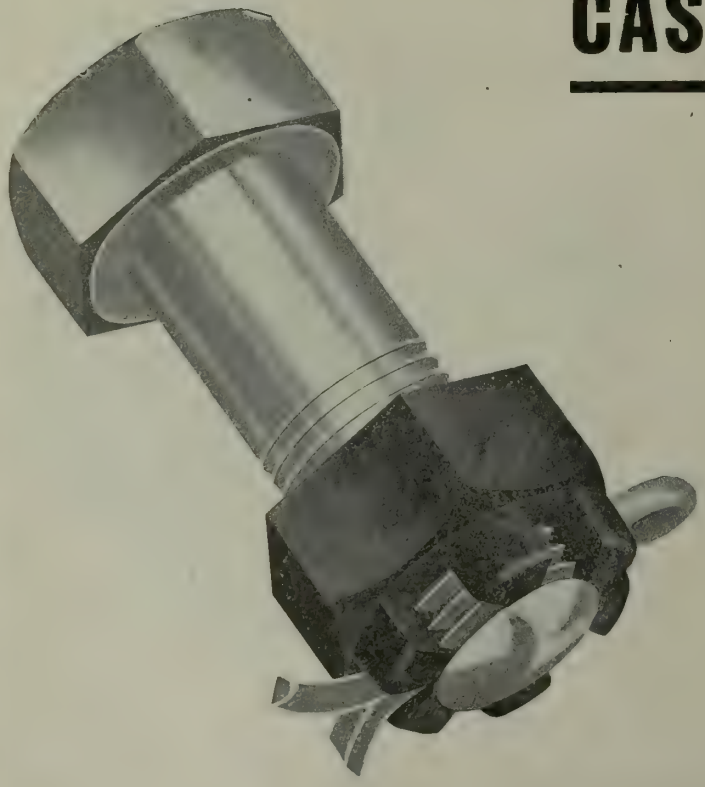
Has ten parallel cleaning plates all handsomely enameled and held rigidly in place. Mud, snow or slush drops in between these plates, which prevents clogging. Brushes are made of best stiff bristles and may be quickly replaced when desired. Scraper attaches easily and quickly to any doorstep or handy place and may be easily rotated and cleaned or swept under. Lasts a lifetime. In use at all seasons.

RETAIL PRICE, $1.00

If your wholesaler cannot supply you, write us for free circular and iscounts.

ONWARD MANUFACTURING CO., BERLIN, Ont.

CASTELLATED NUTS



We are placing on the market to-day a Screw product that is up to the requirements of the Canadian Manufacturers. We offer you the benefit of our experience of over ten years in the manufacture of all kinds of nuts, screws and duplicate parts.

We have made millions of nuts yearly for our customers, and their continued appreciation of Acme quality and service has in turn enabled us to offer you the best of service, prices that are reasonable and good deliveries.

ASK FOR RED CATALOG

The National-Acme Mfg. Co.,
Montreal, St. Elizabeth and G.T.R.

CLEVELAND, NEW YORK, CHICAGO, BOSTON, DETROIT, ATLANTA.

Factories:-CLEVELAND, MONTREAL
Warehouses:-NEW YORK, CHICAGO

CLEAN, SATISFACTORY PROFITS

can only be secured by selling a reliable and serviceable article. In

STILL'S AXE HANDLES

you will have everything that is desired in a quick-selling and reliable handle. The shaping, balancing, finishing and selection of wood are done by experts, and an absolute guarantee accompanies every handle that leaves our factory. Write for price list.

J. H. Still Mfg. Co., Ltd.
ST. THOMAS ONTARIO



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, :: ONTARIO

WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

GREENING'S COW TIES and Trace Chains



Our **COW TIES** are made of **Greening's Steel Chain;** all fittings being of proportionate strength, there is **no weak part.**

They have no equal for strength, lightness and handsome appearance.

We have a size to meet every demand.

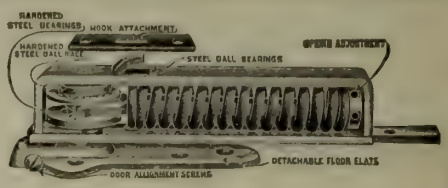
All our **TRACE CHAINS** are made under a new process and are put through a severe test before being placed on the market.

All our goods assure good profits with every sale.

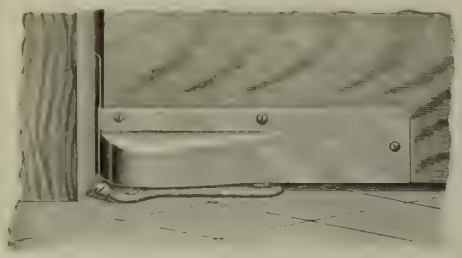
Write for prices and catalog.

The B. Greening Wire Co., Ltd.
HAMILTON :: MONTREAL

ASK US WHY



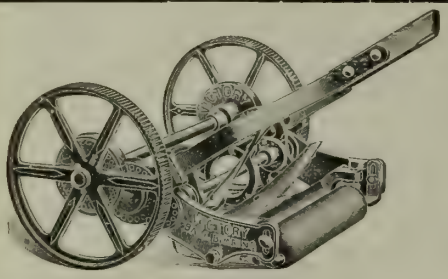
If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

TOWNSEND MOWERS

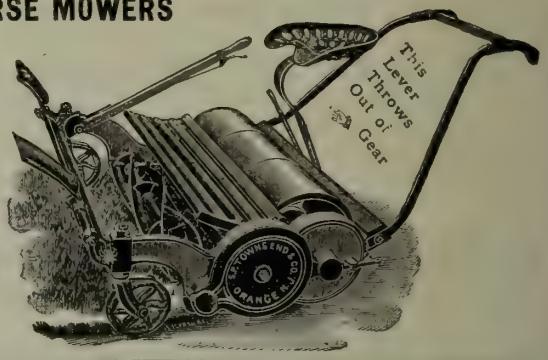
HAND MOWERS and HORSE MOWERS



This Lever Raises the Knives.

All Our Hand Mowers Are Ball Bearing

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S. P. Townsend & Co.

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Asbestos Furnace Cement and Oil Stove Putty

Guaranteed High Quality



Valuable to Hardware-men

We manufacture Asbestos Furnace Cement and Oil Stove Putty exclusively, and ca give the trade the best possible values.

The only kind that can be absolutely guaranteed from the best to the cheapest, considering the price paid.

Write for samples and prices before placing your next order.

G. F. STERNE & SONS

BRANTFORD, ONTARIO

"Kangaroo" Brand Tools



ALL BEAR THIS TRADE MARK

There are "KANGAROO" Tools for almost every trade.



Each tool that bears our trade mark can be relied upon to give every satisfaction in use.

You will find "KANGAROO" Brand Tools a good line to handle. Write for lists and prices to

ROBERT SORBY & SONS, Ltd.

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Agent for Saskatoon and District



Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

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It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless telegraph outfits, and numerous other things.

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NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

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CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

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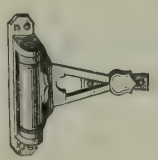


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3 in..... 4/3
4 " 6/-
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5754 BRASS

3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

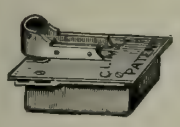


5355 IRON

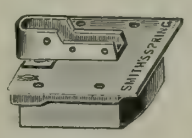
4 in 23/6
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5356 BRASS

4 in..... 40/-
5 " 53/-
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per dozen.



2401
With 2 in. Shoe,
18/- each



2860
With 2 in. Shoe,
26/- each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.



Quality Goods

for the Housekeeper

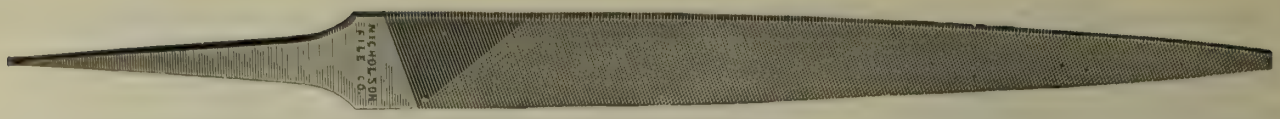
The up-to-date housekeeper demands the most reliable, durable and serviceable goods Our line of kitchenware is built on quality and has a high-grade finish that has made it popular with every user.

This is a profitable line for you to handle

Write to-day for catalog And price list.

Andrews Wire Works of Canada, Ltd.

Watford, Ont. **Rockford, Ill.**



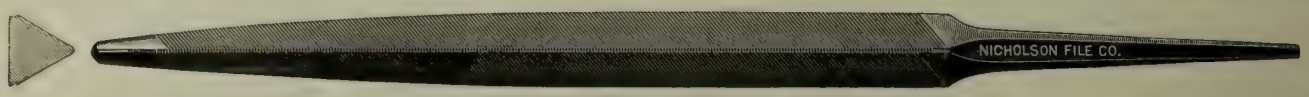
Special Steel--Special Methods
and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada:

AMERICAN **ARCADE** **GREAT WESTERN** **GLOBE**
EAGLE **McLELLAN** **KEARNEY & FOOT** **J. B. SMITH**

Sell these and you sell the best

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**



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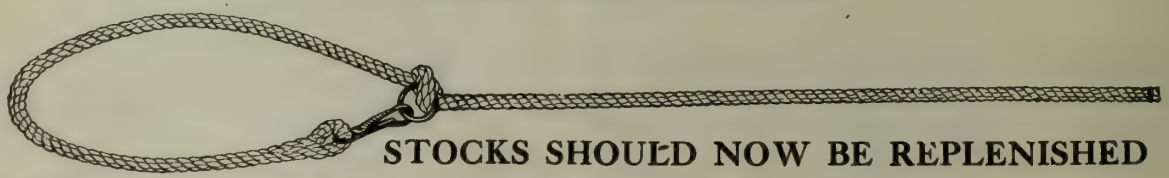
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MAKES THE VARIETY

Consumers Cordage Co.,
LIMITED

MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of everything in Cordage, Twines, Packings, Yarns and Tarred Goods



STOCKS SHOULD NOW BE REPLENISHED

JUTE
Snap Halters, Packings, Twines.

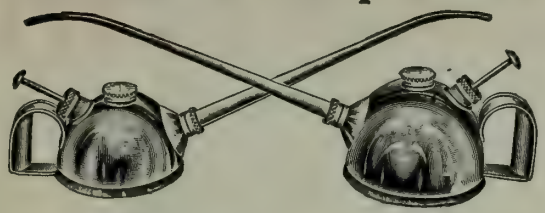
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Snap Halters, Clothes Lines Baling Cords.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

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MacGowan & Co., Vancouver, B.C.

Howland's Pump Oilers





For sale by all Jobbers in Canada.

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.

MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

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Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

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Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

CONCRETE BLOCK MACHINERY.

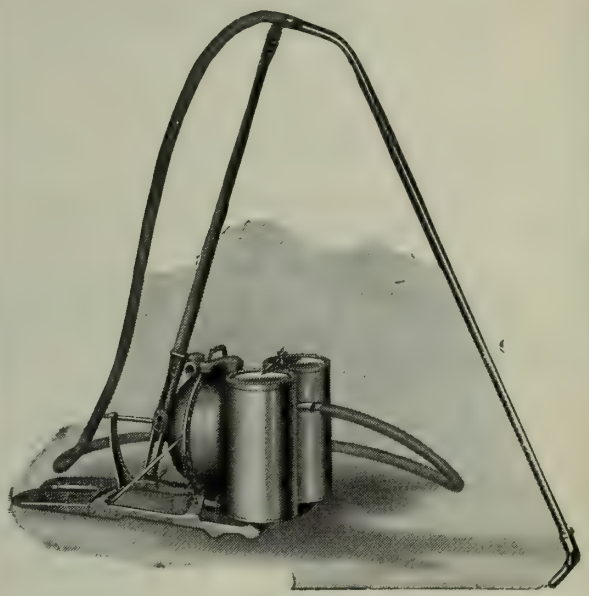
By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

Made in Berlin, Canada

1912 MODELS NOW READY FOR FALL BUSINESS



Weight Uncrated 28½ lbs.
3 Shipped Crated as 100 lbs.

THE "DOUBLE TANK" MEANS LESS WORK

The double tank device (an exclusive feature of the Onward Automatic Hand Power Vacuum Cleaner) separates 95 per cent. of the dust from the air without the use of screens, baffles or water. Only 5 per cent. of the dust is screened, which means that the screening device offers but 5 per cent. resistance to the pump. This machine is the easiest to pump and the easiest to empty, as there are no complicated screens as in other cleaners.

It has the greatest air displacement because the pump is one-third larger than any other. This gives it a more powerful suction and a strong blow. (This is the only hand machine that blows as well as sucks).

Do not be deceived by any other claimed to be just as good as the Automatic "Hand Power."

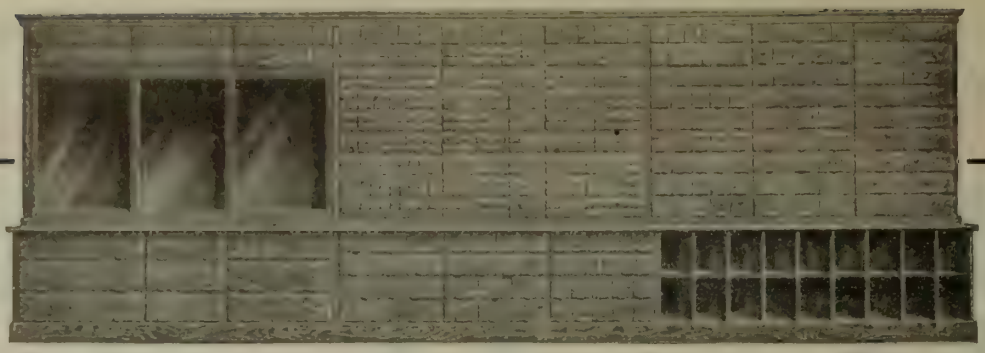
Made of malleable iron and steel, it will last an ordinary lifetime. Write for prices and discounts. Illustrated circular upon request.

Wire us your orders at our expense

ONWARD M'F'G. CO.

Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada.

BERLIN - - CANADA



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

Our Corrugated Galvanized Iron

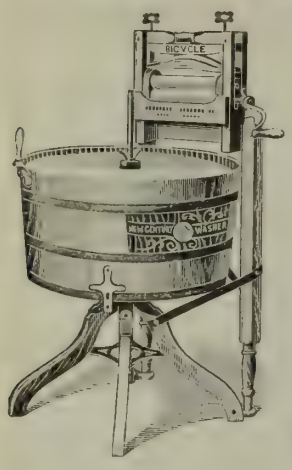
is all stamped, not rolled, with deep corrugations, absolutely uniform and easy to put on building.

WRITE FOR QUOTATIONS.

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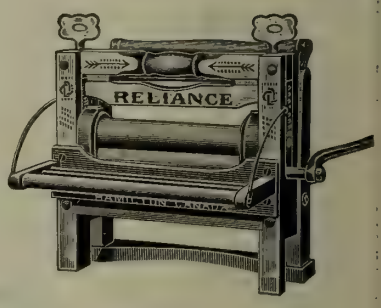
THE QUICK SHIPPERS

TORONTO, - - - CANADA.



The Real Thing in Household Labor-Savers

There has never been a time since Washing Machines and Clothes Wringers have been on the market that **NEW CENTURY WASHERS** and **ARROW BRAND** **CLOTHES WRINGERS** were not the **Most Satisfactory Machines to Sell.**



Repeat orders and increasing sales prove it.

Agents: W. L. Haldimand & Son, Montreal, Quebec. H. F. Moulden & Son, Winnipeg, Manitoba

Cummer-Dowswell, Ltd., Hamilton, Ont.



Salem Kingston Morrow Turenne Irwin Avon Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

HECLA Warm Air Furnace

Assures Satisfactory Sales and Good Profits

It is designed especially to meet the requirements of people who want a strictly first-class furnace, made in five sizes, with capacities ranging from 10,000 cubic feet to 55,000 cubic feet and will burn either coal or wood. The following are a few of the features that insure a most serviceable furnace:

STEEL RIBBED FIRE-POTS, FUSED JOINTS, CAST COMBUSTION CHAMBER. INDIVIDUAL GRATE BARS, CIRCULAR WATER PAN, LARGE FRONT DOOR, FOR COAL OR WOOD.

Gives Maximum Heat



At a Minimum Fuel Cost

The EMPRESS. Medium price. Made in three sizes, with capacities ranging from 8,000 to 22,000 cubic feet. For coal and wood. This is a new pattern.

The STANDARD. Medium Price. Specially adapted for soft coal. Made in 3 sizes with capacities ranging from 8,000 to 22,000 cubic feet. New pattern.

The HILBORN. For wood only, Made in ten sizes, with capacities from 8,000 to 75,000 cubic feet.

Clare Furnaces are made in three other styles.

Our Furnaces are advertised throughout Canada. Our Salesmen are at the disposal of our agents.

Our selling plan is efficient. We carry Large Stocks and can ship p omptly.

Clare Brothers & Co., Ltd., Preston, Ont.

BRANCHES:

CLARE & BROCKEST, Limited, Winnipeg. Man. REYNOLDS & JACKSON, Calgary.
RACE, HUNT & GIDDY, Edmonton, Alta. J. M. KAINS & CO., Vancouver
The MECHANICS' SUPPLY CO., Quebec, Que.

FIRST IN QUALITY

Burman's British Clippers



Horse Clippers, Barbers' Clippers, Power Horse Clippers, and Sheep Shearing Machinery.

We make nothing but clippers, that is our specialty, and we make them as good as it is possible to do.

Clippers and all parts supplied promptly from stock in Montreal.

All clippers are fully guaranteed to give perfect satisfaction and to last longer than any other clipper made.

Write for our catalogue to-day.

B. & S. H. THOMPSON & CO., Limited, : : MONTREAL

SOLE AGENTS FOR CANADA

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YANKEE

(MADE IN ENGLAND)

Safety Razor

is excellently finished and correctly designed and assures the greatest comfort in shaving. It is equal in efficiency to the most expensive safety razor and sells at only $2.50, at the same time allowing you a good profit on every sale.

The Yankee makes a most practical gift at any time as it is neat and compact and is guaranteed to give high satisfaction.



$18.00 per doz. delivered **Retail at $2.50**

International Distributing Co.

MONTREAL, - - CANADA



Between now and when the snow flies you will get some rush orders for

Corrugated Iron, Metallic Siding, Etc.

Wire them in at our expense. We are well prepared with a large stock, and can ship same day as order is received.

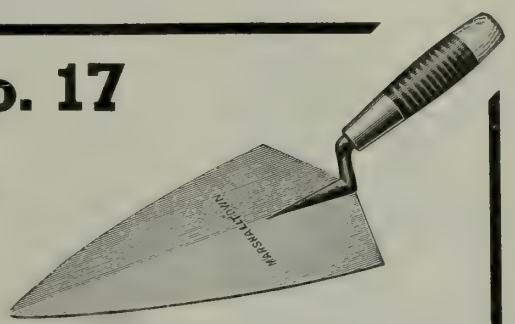
Keep our catalogue and price list handy. If you haven't got them, send for them.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(36)

New Idea No. 17
Trowel of Quality



Wider Heel

Hang is Perfect

Send for Catalogue

Marshalltown Trowel Co.

MARSHALLTOWN, IOWA



FOR BIG GAME

SHOOT DEPENDABLE CARTRIDGES

High uniform velocity, flat trajectory, extreme accuracy and great killing power. Function perfectly in all makes of fire-arms.

MADE IN CANADA

Take **New Dominion** you on your Fall **Ammunition** with Hunting trip.

We guarantee it equal in every respect to any make on the market. Sold at the less duty price.

SHOOTS WHERE YOU HOLD AND KILLS

DOMINION CARTRIDGE COMPANY, Limited, MONTREAL, CANADA

REGISTERED

HRS&Co

TRADE MARK

Order Early for Fall Shipment.

We can supply everything in

HARDWARE and METALS

Tin, Canada Plates, Pig and Bar Iron,

Anchors, Chain, etc.

Henry Rogers, Sons & Co., Limited

(ESTABLISHED OVER A CENTURY)

WOLVERHAMPTON & SHEFFIELD

Canadian Branch:

6 St. Sacrament St. Montreal

Hardwaremen in the Elections

Trade Well Represented—Manufacturers, Jobbers and Retailers of Hardware Among the Candidates—Adherents of Both Parties Included.

The elections are over, and the hardware trade will be well represented in the new parliament.

Editorial mention was made in Hardware and Metal, a few weeks ago, of



RICHARD BLAIN,
Again Returned From Peel.

the number of hardware manufacturers, jobbers and retailers who had been selected as the standard bearers of their respective parties. Several strong men



MAJOR CURRIE,
Re-Elected in North Simcoe.

were chosen from the hardware ranks, and the returns indicate that nearly all of them were returned.

Of the hardwaremen who sat in the last parliament, Richard Blain, of Brampton, has again been returned from Peel County, with a majority of 250. Major Currie has been re-elected in North Simcoe by 200 majority, and Geo. A. Clare, the stove manufacturer of Preston, is again South Waterloo's representative, with more than double his former majority.

Among the new members, Mayor Weichel, of Waterloo, Ont., accomplished a notable feat in beating Hon. W. L. Mackenzie King in North Waterloo. His majority is 470. A. E. Kemp, of Toronto, while absent from the last parliament is no stranger to the House, having previously represented East Toronto at Ottawa. In Shefford County, Quebec, the election at time of writing is still in doubt, the Liberal organs claiming a victory for their candidate, while the Conservative papers state that James Davidson, president of the Thos. Davidson Mfg. Co., Montreal, is elected by 100 majority.

J. H. Ashdown, of Winnipeg, J. R. Stratton, of Peterboro, and W. W. Ruttan, of Prince Albert, are among the candidates closely identified with the hardware trade who were defeated. They all ran on the Liberal ticket.

James H. Ashdown.

James H. Ashdown is probably the best known wholesale hardwareman in the West. He has had a highly successful and interesting career. Born in London, England, in 1844, he came eight years later to Canada, and settled on a bush farm in Ontario. At the age of eighteen he started out, in quite the conventional way, to seek his fortune. The quest led him first to Chicago and then to Kansas. Three years later he arrived at Fort Garry, then a very small village, now the thriving city of Winnipeg. On September 11, 1869, Mr. Ashdown completed the purchase of the stock of Geo. Mosir, paying for the same the sum of £203 6s., and started in business as a hardware merchant and tinsmith. He was a practical tinsmith himself and did almost all the work in the town at that time. He did practically any remunerative work that came along, even taking painting contracts. A year later, on the 4th of November, 1870, the lot on which the present Main street store stands was purchased from Maurice Lawman for £30 sterling, and in 1871 Mr. Ashdown put up a wooden building 20x60, two stories high, on the south side of the lot. This marked the first permanent location and from which small beginning it may be said the present institution sprang.

Despite reverses incidental to pioneer efforts, Mr. Ashdown persevered manfully. The business grew from a small shop to larger retail quarters and then developed into the wholesale line. To-



W. G. WEICHEL,
Who Defeated Mackenzie King in North Waterloo.

day the large warehouses in Winnipeg have been supplemented by branches at



GEO. A. CLARE,
Re-Elected in South Waterloo.

Nelson, Calgary and Saskatoon. Mr. Ashdown has also taken an active part in public affairs. As mayor of Winni-

peg in 1907-08 he made a great reputation for himself, saving the city from serious financial embarrassments.

Richard Blain.

Richard Blain, the "war horse of Peel," is one of the most popular men that county has ever produced. He has served two terms in the Commons, having won his way there by force of his genial personality and undoubted ability. As a forceful platform speaker he ranks high.



J. H. ASHDOWN,

The Defeated Liberal Candidate in Winnipeg.

Mr. Blain is a successful retailer. He recently moved to a larger and more pretentious store on the main street of Brampton, and has a large business there.



A. E. Kemp,

Elected in East Toronto.

Major Currie.

Major J. A. Currie of Collingwood, is known to the hardware trade as the promoter of the Imperial Steel and Wire Co., of that city. He was a newspaper man originally.

A. E. Kemp.

A. E. Kemp has served as the representative for East Toronto in the Commons for a number of terms, although in the 1908 election he went down to an unexpected defeat. He has therefore had much experience in parliamentary matters.

Mr. Kemp is president of the Sheet Metal Products Co., and therefore is one of the best known manufacturers of hardware specialties in Canada.



JAMES DAVIDSON,

Probably Elected in Shefford, Quebec.

James Davidson.

James Davidson, the Conservative candidate in Shefford County, is president of the Thos. Davidson Mfg. Co., Montreal, makers of tinware and enamelware. Mr. Davidson has a large farm near Waterloo, Que., where up-to-date methods of farming, and experimental work in the higher branches of agriculture, have been of great benefit to the farmers of the county.

Being so closely connected with both the industrial and agricultural interests of the country, Mr. Davidson is well fitted for the arena of national politics. He has recently spent a great deal of time in the study of good roads, a cause which has gained great impetus in the Eastern Townships as a result of his advocacy.

Geo. A. Clare.

Geo. A. Clare, the Conservative standard bearer in South Waterloo, is a veteran parliamentarian, having represented his constituency at Ottawa for a number of terms. Mr. Clare is head of the large stove and furnace manufacturing firm of Clare Bros. & Co., Preston, Ont. Although his health had been poor for some years he made a spirited canvass during the present campaign, and is said to have regained his old time vigor.

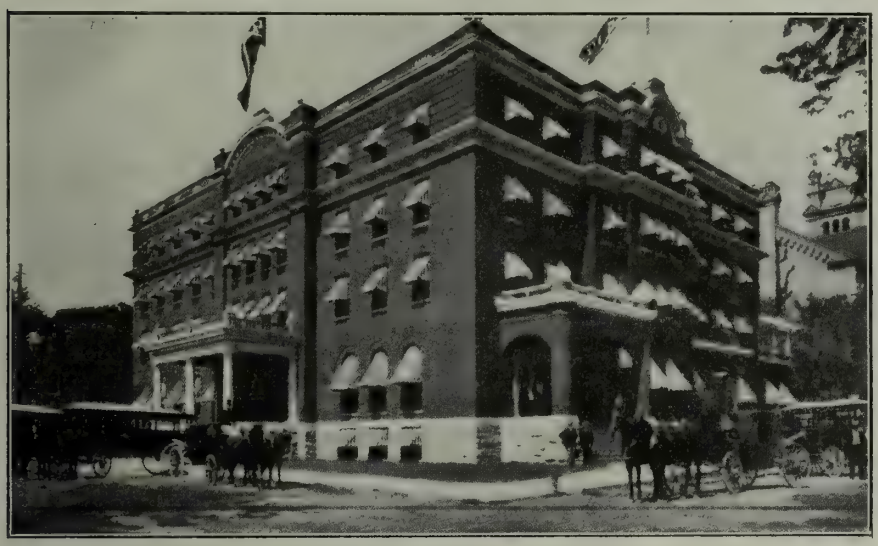
Gordon C. Wilson, hardwareman, of Dundas, scored a triumph in Wentworth, capturing that seat in the Conservative interests by a majority of 200. Mr. Wilson has occupied a seat in the Ontario Legislature for some terms, which he resigned to accept the Dominion nomination. Mr. Wilson is a well-known retail hardware dealer.

Another hardwareman who gained a seat in the House was H. J. Walker, who carried East Northumberland in the Conservative interests by a majority of 350. Mr. Walker is in business in Warkworth.

Belleville After Convention of 1913

Civic Deputation Will Visit Gathering in Guelph and Extend an Invitation—Men From the East Support the City's Claims—Fine Armouries Could be Used by the Association.

Belleville, Sept. 19.—Guelph will be the Mecca for hardwaremen next February, when the Ontario Hardware and Stove Dealers' Association convenes there. But where will the Association assemble in February, 1913? Echo answers Belleville, for, early as it is, plans are already being made with the purpose of having the great event held here. The Mayor and Council are interested. The local hardware men are enthusiastic, and to the Guelph gathering will go a deputation to urge that this beautiful city be chosen as the convention home for the ensuing year. The men from the east are expected to stand strongly behind the invitation, and this, it is felt, will help the members to see that they cannot do better than come to Belleville.



Hotel Quinte, Belleville, Which Would be Convention Headquarters.

Want Convention in East.

For the past few years hardwaremen living in the east have felt that a gathering should be held here. Many are going to Guelph. But more still, it is said, would attend the convention if it met in Belleville. They would not have such a long railway trip, and would not be compelled to be away from business for so long a time.

No chances are being taken. The hardwaremen and the citizens of Belleville want the association to convene here and so to the Guelph gathering will go H. W. Ackerman, the Mayor, W. B. Deacon, President of the Board of Trade, and Col. L. W .Marsh, of the Fifteenth Regiment. That deputation will ask the hardwaremen to honor Belleville in 1913. Its members will explain the advantages the city has to offer.

City's Many Advantages.

And these advantages are many. First there is the fine new armouries, which Col. Marsh states would be thrown wide open to the delegates. Then Belleville has splendid hotel accommodation—five houses where visitors might be made comfortable. At present, good railway accommodation is given over the Grand Trunk line, both from the East and the West, and the North; but within a few weeks the Canadian Northern will be running through the city, too. The C.P.R., it is said, will be here before February, 1913. Three railroads — surely every hardwareman would find it easy to reach this centre.

"I believe we would have between 500 and 600 men here," remarked Ald. R. C. Chown, president of the Association. "I know more members would come from the east than have ever attended the convention before. Westerners would take the trip, too, I believe. We have the accommodation to make all comfortable. The Council is willing to make a grant, and I feel sure we could make the gathering a huge success. We have a splendid building in which to hold our sessions in Guelph, but we would have even more room here."

SELLING CONVENTION BOOTHS.

The Ontario Retail Hardware and Stove Dealers' Association is hardly likely to suffer for lack of funds this year, for indications are that the manufacturers wishing to display their products at the convention headquarters in Guelph will bring to the treasury a goodly sum. Each manufacturer exhibiting is charged a fee of $25, but this outlay is evidently considered small. Five months away as the convention is no less than 75 manufacturers have already applied for space in the Winter Fair Building.

There seems no doubt that other producers in large numbers will endeavor to secure floor room on which to display the various lines. The only point which is worrying the Executive is with regard to the limited space at their disposal. Only some ninety odd booths are available, seventy-five are taken already, it seems unavoidable that some men wishing to have exhibits will unable to secure the necessary room.



Fine New Armouries, Where Convention Sessions Would be Held. It is Right Opposite Ho tel Quinte.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

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France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

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Canada, $2; United States, $2.50; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

HARDWARE AND METAL'S SUPREMACY.

Three weeks ago, one hundred and one subscriptions to Hardware and Metal fell due, and acounts for another year in advance, were sent out, as usual. The returns, which are just in, show that, of the one hundred and one, an even hundred renewed their subscriptions, and the remaining one had sold his business and therefore discontinued. However, his successor had already become a subscriber, and a number of other new subscriptions were reported for the same week.

Many of those hundred readers who renewed their subscriptions, have been continuous subscribers to Hardware and Metal for many years, and quite frankly say that they would not like to miss a single copy of the paper.

This loyalty on the part of subscribers, has been one of the most important features of Hardware and Metal's great success. It has enabled the Editor to produce a paper which takes a high stand among the trade publications of Canada. It has constantly encouraged the management in the efforts that have been made to improve the appearance of the paper. And it has been a source of strength to the advertising department indicating, as it does, the unrivalled value of Hardware and Metal, as a medium for giving publicity to all lines which are sold through the hardware trade.

The hold which Hardware and Metal has secured, upon its readers, is well shown in the letters which are constantly reaching this office. The writer has just received a letter from an ex-manager of a hardware store, enclosing the amount of a year's subscription, and saying: "Before I severed my connection with the —— Co. I did not miss a number of Hardware and Metal while I was in their employ, and it would be a hard thing for me to do without it."

We do not believe that there is another trade paper in any branch of business, which so thoroughly covers its field and possesses to such a remarkable degree, the confidence and loyalty of its subscribers. It will be the aim of the publishers to maintain and strengthen the supremacy enjoyed by Hardware and Metal in the Canadian hardware trade.

LEAD IS SOARING.

Interest in metals centres around lead at the present time. The lead situation in a nutshell is as follows. Of late years the demand for the metal has increased most rapidly. The uses to which it is put are more numerous and varied. The supply has shown some improvement but not sufficient to keep pace with the increased demand, and difficulty as a result is being experienced in looking after the reuirements. Under the circumstances, higher prices have been inevitable and it is not surprising that, at the present time, lead is soaring. As a further reason for expecting future advances, lead has been low of late years and is only now getting back to the normal.

WHERE MANUFACTURERS FAIL.

Upon one point the manufacturer of new lines and the retailer handling these lines are agreed. Both are anxious for sales. Yet in many cases the aims of both are being frustrated because the manufacturer is not in close enough touch with the man who is marketing his product. He does not realize his need, and by not meeting this he hurts himself.

Hardware dealer after hardware dealer complains of the new lines. "I dislike them," said a Trenton man. "I don't know enough about them to sell them properly."

Then this merchant explained how good salesmen would secure an order for a new product; how the salesman would go away; and how in the course of three weeks, a month, or even more, the new goods would come. By this time the dealer would have forgotten the hurried explanation of the goods given by the expert salesman. He would be at a loss how to show customers the purpose of the article.

"I have taken goods in here that I did not even know how to set up," declared one dealer. "Practically no information was sent and I really could not find out how the article worked. I have not sold any."

Sold any! A man not being able to understand the goods himself could hardly sell any. He could hardly be expected to send back to the manufacturers for more of their recent output.

It is not a solitary individuul who complains of being left thus in the dark. In place after place men are found saying the same thing. Manufacturers do not supply them with instructions regarding the operation of their new products.

It would seem such manufacturers need to wake up. They might well forbear to consider introducing other lines and devote themselves more to educating salesmen to dispose of their goods already on the market. Every hardware man is a manufacturer's salesman. It is surely the duty of the manufacturer to give that salesman the information which will enable him to intelligently present his goods.

To issue such information as is required would involve the expenditure of a little money. But the returns would be great. Many manufacturers have proved this. Whatever it costs, dealers must be given a chance—the chance they want—to earn the advantages, the strong points, the economies, of the articles they have undertaken to push.

THOSE FOUR DOLLAR BILLS.

A new issue of four dollar bills has been unloaded on the unsuspecting public, and retail merchants generally, are raising strenuous objections to the prevalence of bills of this denomination. Also, they make it a part of their religion to get rid of these bills at the earliest opportunity.

It is hard to see what useful purpose is served by the four dollar bill. It does not facilitate trading, so far as has yet been discovered, but it does add to the hazards of trading. In the hurry of making change, it would be

easy for the merchant to pass out a four dollar bill in place of a one. On the reverse side it looks almost exactly the same as a one dollar bill. Moreover, owing to the novelty of the four dollar bill, it may, at times, be hurriedly accepted for one of a larger denomination. The writer recently handed one to a clerk when buying a twenty cent article, and was returned four dollars and eighty cents—the clerk mistaking it for a five. He was surprised when one dollar was passed back to him.

It seems unfortunate that our currency has been complicated by the issue of four dollar bills, and especially unfortunate that the design of the reverse side so closely duplicates that of the one dollar bill even to the figures. Hardwaremen who receive bills of this denomination, will find it good policy to bank them as soon as possible, so as to retard their circulation.

LET'S GET DOWN TO BUSINESS.

The fiercely contested general election is over, and the pros and cons of reciprocity may now be eliminated as the main conversational themes of the business man. The country at large has recorded its verdict. The business interests of the country must conform to that verdict. In brief, whether or not we agree with the majority on this big fiscal question, let's get down to business.

No doubt the ledgers of most of our readers will show that they have been doing business right along. Their cash registers have been merrily counting up the proceeds of early fall sales, and although they have been keenly interested, as they should be, in the outcome, they have not allowed their hopes or fears of reciprocity, to seriously interfere with the daily routine.

One of the most remarkable features of a remarkable campaign, was the freedom from commercial unrest which invariably characterizes the elections of some other countries, even when no really great issues are at stake. It was only to be expected that election excitement should postpone fall buying in some lines, but there has been no slump, and there will be no after effects. Let us all, without wasting any time, get right down to business.

A FURNACE UPLIFT MOVEMENT.

The "uplift" movement has become so general in the United States that it is not surprising that it has reached the heating trade. The furnacemen of Cincinnati have been the first to fall into line. It appears that, for some time past, the trade has been hampered by conditions that were harmful in many ways; harmful to the public as well as the members of the trade. The builders have dominated the furnacemen and have demanded cheapness as the main essential in all heating work. As a result, the furnacemen have found it impossible to keep their work up to the standard that should be maintained. This has, of course, worked to the detriment of the trade. Now the furnacemen have come together and have decided to demand a price which will enable them to install furnaces of the proper size and to put into their work the best of material. Unfortunately, the new scale has been seized upon and exploited by the newspapers as an attempt at extortion. Knowing that they are acting in the interests of the public as much as their own, the furnacemen are sticking to their guns and will refuse to go back to the former conditions which involved cheap work as well as cheap prices.

In the heating trade, as well as in any other commercial or industrial trade, a fair profit is necessary. If the merchant or contractor cuts below the point where a fair margin of profit accrues, it is a moral certainty that his customers will suffer as well as himself, for the quality of his service will be in keeping with his price. No man can do satisfactory work at less than a satisfactory price. The best policy for the furnaceman to adopt is to do quality work and demand quality payment.

POINTED EDITORIALS.

A quality price for quality work—that's the best policy.

* * *

Good Morning! Have you passed out a four dollar bill for a one?

* * *

Don't forget that Hardware and Metal's Stove Window Contest closes September 30th.

* * *

If the "uplift" movement in furnaces means asking a fair price for fair work, every furnaceman should be an "uplifter."

* * *

Fall hunting will soon be the order. Get your stock in shape before the lure of the wild fastens itself on the sporting fraternity.

* * *

Get Mr. Farmer to paint that barn of his. It may cost him a few dollars now but it will surely save several hundred dollars later on.

* * *

The elections are over, and the baseball season practically a thing of the past, but we still have the weather as a topic of conversation.

* * *

That eavetroughing on a Toronto house, was erected in 1871 and replaced only last week, speaks highly for the workmanship of forty years ago.

* * *

The need of paint is universally recognized. Even savages who live in mud huts and are inclined to eschew heavy clothing are firmly convinced of the wisdom of using paint.

* * *

The large sprinkling of parliamentary candidates, chosen from the ranks of hardwaremen, is a tribute to the high quality of the men engaged in the trade.

* * *

The editor thinks that this is the best regular issue in the twenty-three years that Hardware and Metal has been making its weekly visits to the trade. Read it through carefully, and see if you do not agree with him.

* * *

The Ethridge Co., New York, one of the largest firms in the States, specializing on the preparation of advertising copy, issued this forceful statement, as their September "Shop Talk":

> "The Philistine," Elbert Hubbard's monthly, isn't what a printer would call a fine printing job, but you grab for it the moment it comes in. The Billy Baxter letters that immortalized Red Raven Splits were printed on cheap stock. If the Message to Garcia had been printed on hickory bark or strawboard or wrapping paper, it would still have caused everyone who saw it to read it and say it was good, bully, great, fine."
>
> "It isn't paper, or press work, or ink, that makes a paper valuable. If a message is important enough, the messenger's clothes are not criticised. A piece of printing can be fine without being high priced."

How to Advertise a Special Sale

Good Advertising Needed to Ensure Success—Extra Space Should be Used—The Panelled Style of Ad. Effective—Review of Two Good Examples.

Occasions frequently arise when hardwaremen desire to give a special impetus to their business. Sometimes they are at the threshold of a new season for which they have stocked up with a complete assortment of seasonable goods, and they are anxious to start them moving. Sometimes, at the conclusion of the season, they find that they still have in their stock a quantity of seasonable goods which they cannot hope to sell, under ordinary circumstances, until the next year. Sometimes, it is desired to reduce the stock of some bulky articles, so as to make room for incoming shipments. In any case, extraordinary efforts must be made to get rid of the goods, and these efforts usually take the shape of a Special Sale.

A Special Sale which is not well advertised, is almost sure to fall flat. Goods cannot be sold without first bringing buyers into the store, and buyers in unusual numbers will not just happen in. Their interest in the sale must be stimulated in some way, and there is no better stimulant known than a good live newspaper ad.

Preparing the advertisement.

Having determined upon special efforts to produce business, the first thing to do is to draw up a list of the goods which it is most desired to move. When you have a good idea of the number of lines you wish to feature, decide how much space you will require in the newspaper, to do justice to your Special Sale. It is strongly advisable to make a big spread on such an occasion, as it strengthens the idea that the sale is something out of the usual. This impression would not be so readily conveyed, if only the usual space were used.

After determining the amount of space required, run over the list of articles to be advertised, and take off another list, placing each line or article in order of its importance. When this list is completed the ad. may be laid out in panels, assigning the largest and most conspicuous panels to the most important goods. Measure how much space in each panel will be taken up by the cuts which you intend to use, and then estimate how much copy the remaining space will allow you, for good readable type. You are now ready to write the copy.

How to Write the Copy.

The ad. should be worded simply, and in about the same style as you would use in conversation with a prospective buyer. Give a brief, but pointed description of the articles and quote the prices at which they are being sold. If it is a Clearing Sale of unseasonable goods, emphasize the low prices you are offering, and the fact that, in a few months' time these articles will be needed and will not be obtainable except at much higher figures. Make your copy appeal to that class of people who, like Russell Sage, save money by "buying straw hats in the winter."

On the other hand, if it is an Opening Sale of seasonable goods, emphasize the opportunities for selection before the stock is depleted. Advise early buying so as not to miss any of the pleasures or comforts afforded by the goods under discussion.

Your ad. will look better, and come closer to your ideas, if you draw up a plan showing the size, shape and location of the various panels. Mark these panels A, B, C, etc., and write the copy for each panel separately, marking it A, B, C, to correspond with the panel for which it is intended. Be sure to quote prices throughout, and, if practicable, instruct the printer to set up the prices in a heavier type face than the balance of the panel.

Perhaps by examining a concrete example of a good Special Sale advertising, some more ideas will be brought out, and the two ads. reproduced on the opposite page, are really models of hardware store publicity.

Concrete Examples of Good Advertising.

Two splendid samples of Special Sale advertisements are to be found on the opposite page. They represent the two types previously mentioned. One boosts an opening sale of sportsmen's requisites for the shooting season which is about to commence; the other features a clearing sale of mid-summer goods which have been carried over from the season now on the wane. Both are well illustrated, each article is given a separate panel in the advertisement, with the different panels co-related in such a way as to form a good appearing whole. Furthermore, both advertisements publish the prices of the articles they are offering for sale.

Brace, McKay & Co., who are among the leading hardware firms of Prince Edward Island, with headquarters at Summerside, have a strong ad. The headline, "Encourage the Sport," would be much too indefinite, if it were not for the cut of the shot gun immediately below. Even as it is, a more forceful heading might have been devised. As a suggestion, we might put forward, "Get Ready for Duck Shooting!" which would be more to the point.

The introductory paragraph in which the opening of the Black Duck season is announced, has been appropriately placed in a panel across the space just under the head-line. The words "Black Duck Season opens on the 20th inst." leave no doubt in the reader's mind as to what sport he is supposed to encourage. The descriptions of the guns are very graphic, and their effectiveness is increased by the good cuts used. A particularly strong point is made of the guarantee which is given with one make of guns advertised. The fact that both the makers and Brace, McKay & Co., as retailers, guarantee every piece in the gun supplies the central argument of a good selling chat on this subject.

The conclusion of the advertisement is designed to show the variety in both quality and price of the shells and powder, carried by the firm, prices being quoted in four different kinds of powder.

The store slogan adopted by Brace, McKay & Co., is deserving of comment. "The Store That Saves You Money," is a good catch phrase, which, if persistently brought to the attention of the buying public through newspaper advertising, on wrapping paper and all circulars issued by the firm, is bound to sink in and bear results.

Clearing Sale Effectively Advertised.

The advertisement of Gerry Bros., announcing a clearing sale of summer goods, is the kind of publicity that should prevent catalogue houses from doing business in Fort William. The entire make-up is worthy of the efforts of large department store ad.-writers. It demonstrates most of the salient features of good hardware advertising.

Attention is first riveted by the cut of a screen door, adjoining which is a list of the various qualities carried, with their regular and reduced prices. Then comes a list of the sizes in stock, and, in a distinct panel, appears the important information that "all doors are complete with hinges, hook and pull."

It will be noticed that nearly all the leading lines of summer necessities are included in the advertisement, and, while only a small space can be devoted to each, the panelling has been so effectively done that all lines stand out prominently and will secure the atten-

tion of readers. It will be noticed that each panel is devoted to lines which are closely related to each other. For instance, Baby Carriages and Express Wagons go together, while Tin and Enamelware are grouped in a conspicuous panel.

Another feature of the ad. is the panel devoted to Smallwares, such as tacks, clothes pins and shoe blacking. These are goods which can be sold at a low price, and they always add strength to an advertisement of a Special Sale.

Gerry Bros. have adopted as their store slogan, "The Big-Corner Hardware," and they use this with good effect in all their ads.

BRACE, McKAY & CO., Limited

Encourage the Sport

BLACK DUCK season opens on the 20th inst. Are you prepared for the sport? If not we can fit you out with the best guns and ammunition, the kind that gets the birds every time. Drop in, look our stock over, we can satisfy you as to quality and price.



A Sensational Offer

Regular Price $20.00 Now $15.00

Hopkins & Allen No. 0312, 12 guage double barreled, breech loading shot gun. Thousands of these guns are in use throughout the world and are giving the greatest satisfaction. They shoot well and wear well. The barrels are decarbonized steel of the best quality, stock and fore end good walnut, half pistol grip, hard rubber butt plate. **Price Now $15.00**

No. 0113, Hammerless Gun, Hopkins & Allen, safety lock, made of the same material as No 0312, ... price.....**$20 00**

No. 312—Hammerless Double Gun, 12 guage, imported English twist barrels, rebounding hammers, selected walnut stock, price.....**$18.00**

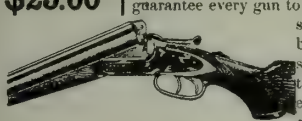
No. 912—Hammer Single Barrel Gun of the well known Hopkins & Allen make which is a guarantee of its quality.

Has decarbonized steel barrel, stock and fore end good quality walnut, half pistol grip. The rebounding hammer rests in safety notch at all times, safeguarding against accidental discharge, is bored full choke for close hard shooting, price.....**$5.00**

No. 4 PRICE $25.00

Tobin Guns

The fine finish and simple complete construction gives it first place. Every Tobin Gun is built to sell another. We and the makers guarantee every gun to be not only perfect in workmanship but to suit the customer's idea of what a gun should be. The patents are such as to make the gun simple in construction, and while not departing radically from what is recognized to be essential in the hammerless type of gun, possesses new and exclusive features. The material from which the Tobin gun is made is the very best procurable. Both the exposed and hidden parts are fashioned with the utmost care which make the Tobin Gun not only a good gun but also a good looking gun.



No. 55 PRICE $35.00

Made in Canada

Loaded Cartridges and Empty Shells

in new Club, Bonax, Kynoch and Crown in any size shot, also brass shells, shot, primers, caps, wads, wad-cutters, re-loading sets, cartridge belts, etc., etc.

Dead Shot Powder

Hopkins & Allen's Guns and Deadshot Powder is a combination which wins out every time.

Deadshot Smokeless Buck per lb.....**90c**

Special Sporting Black per lb.....**65c**

Deadshot Black per lb **30c**

American Rifle Black per lb.....**28c**

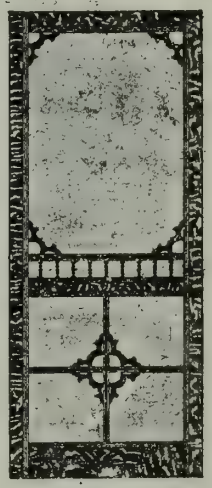
Special prices on 5 and 10 lb. lots.



THE STORE THAT SAVES YOU MONEY

Gerry Brothers' Summer Sale

Get Your Screen Doors Now at These Reduced Prices



SCREEN DOORS AND WINDOWS

$2.75 panel doors at $2.25
$2.50 panel doors at 2.00
$2.25 doors at 1.85
$2.00 doors at 1.60
$1.25 doors at 1.00

Sizes—3 x 7, 2.10 x 6.10, 2.8 x 6.8, 2.6 x 6.10.

WINDOWS AT 15% DISCOUNT

Only a few left in some sizes of doors, so be early with your order.

ALL DOORS COMPLETE WITH HINGES HOOK AND PULL

LAWN MOWERS

2 only, 3 blade, 14 inch cut, reg. $4.25 for .. **$3.75**

3 only, 4 blade, 16 inch cut, reg. $5.50 for .. **$4.75**

A SNAP

Garden hose for this week only. 50 feet of 3-ply guaranteed hose complete with couplings, for $3.75

Cost Prices and less on Refrigerators

ONE only refrigerator, galvanized lined, very large size, suitable for boarding house or restaurant, reg. $25, for **$18**

ONE only refrigerator, galvanized lined, extra large, single door, big value. Regular $20 ,now at cost **$14**

ONE only enamel lined refrigerator, extra good make. Regular $25. Sale price **$18**

ONE only enamel lined refrigerator, medium size, highly finished and most modern. Just the kind for your home. Regular $25 Sale price **$16**

ONE SUCCESS REFRIGERATOR, iron clad, extra large; the best refrigerator on the market. Extra special sale price .. **$28.75**

ONE tin ice box and water cooler combined; very special sale price **$4.55**

WASHING MACHINES & WRINGERS all at 10 per cent off.

SPECIAL *A PEERLESS WATER MOTOR WASHING MACHINE, COMPLETE WITH MOTOR. THIS IS A GOOD ONE AND A BARGAIN, SALE PRICE.....* **$13**

A Clean-Up in Ranges

We are carrying too many styles of Ranges and are going to sacrifice two or three lines in order to clear out the stock. These Ranges are well known and we have some big bargains in this line. Call and inspect. You will see for yourself.

Smallware Bargains

2 pkts. carpet tacks, 4, 6 and 8 oz. for .. 5c
4 doz. clothes pins for 5c
1 doz. hat and coat hooks for 10c
1 doz. moulding or picture hooks 5c
Large fancy H. and C. hooks, brass, each 5c
Staon Shoe Blacking, each 5c

We have hundreds of other bargains which every one has use for, and which we are selling at about one half the regular price.

Baby Carriages
10% OFF any one in the store.

Express Wagons
15% OFF all Wagons, Toy Wheelbarrows und Tricycles

Hammocks
Only Five to be Cleared at Cost Price

Ice Cream Freezers
33 1/3% OFF all Lines during this Sale

Bargains in the Tin and Enamelware Department

We have overhauled our stock and have secured some fine bargains in this department. Here are a few of them:—

Large size enamel dish pan, reg. 60, for 35c
Med size enamel dish pan, reg. 50c, for 25c
Double boilers, enamel ..... 35c.
Sauce pans, 4 quart, enamel. . . 15c
No. 9 tin boiler, ... $1.10
No. 9 tin boiler, copper bottom .. $1.75
No. 9, all planished copper boiler . $3.60

Every article reduced from 10 per cent. to 40 per cent. in this department.

All Builders' Hardware Reduced 10%

COME IN TONIGHT—OPEN LATE

Gerry Brothers

THE BIG CORNER HARDWARE
SIMPSON ST. AND VICTORIA AVE. CORNER

Two Samples of Good Special Sale Ad vertising.

News and Methods of Canadian Hardwaremen

A Free Stove Contest in Ottawa—Western Dealer Rents Shotguns—Shooting Season is Boosting Sales in Maritime Provinces.

FREE STOVE CONTEST.

Ottawa.—With a view to stimulating interest in stoves and at the same time afford a somewhat unusual means of advertisement, H. McAdam and A. Shorter, of Mulhall Hardware, Ltd., conceived the idea of giving away a stove to the party guessing the correct or nearest to the correct weight thereof. The stove selected was a "Souvenir" range made by the Hamilton Stove & Heater Co., and it was placed on display in their Bank Street store window, and also at the exhibit in the main building at the exhibition. Coupons numbered from 1 to 35,000 were provided, and the only conditions governing the contest were that in the event of two or more people guessing the correct answer the prize would be awarded to the party whose coupon bore the lowest serial number. Considerable interest was evidenced in the contest and nearly everyone who visited the exhibition deposited a guess in the ballot box kept for that purpose. Guesses were received from people residing as far west as Vancouver, as far east as Halifax and as far south as Texas, and the weights guessed varied from 101 to 4,300 pounds. In order that everyone participating in this contest would have as fair a chance as possible, the printers mixed up the arrangement of the coupons so that they were not given out in order of number, thus the first person to receive a coupon might receive one numbered 5,000 or 25,000, and not number one, as would have been the event had they been printed in sequence. At the close of the exhibition, the stove was weighed by Superintendent J. A. Devitt of the Central Canada Exhibition Association, on a scale loaned by Fairbanks people, in the presence of about 150 people, and the weight indicated was 465 pounds 12 ounces. Mr. A. R. Jones, representative of A. S. Payne Co., of Toronto, made the award to E. Rooney, postman, of 159 Greenfield Ave., Ottawa, whose coupon was numbered 512 and bore the correct weight of the stove. Two others also succeeded in guessing the exact weight. They were A. H. Smith, of 209 McLeod, Ottawa, and Mrs. I. P. Steel, of Carleton Place, Ont. Fifty-four guesses placed the weight between 455 and 466.

RENTING SHOT GUNS.

High River, Alta.—The High River Hardware Co. are making a special effort to get the soprting goods trade. They have secured the right to issue permits to sportsmen and this has helped in their campaign. In addition to selling shotguns, they are advertising the fact that they are prepared to rent guns. The rate charged for rented shotguns is 75 cents per day. A large number of men who like a day's sport but who would not go to the expense of buying a gun for that purpose, are availing themselves of the opportunity to rent guns.

SHOOTING SEASON HELPS MARITIME HARDWAREMEN.

St. John, N.B., Sept. 19., 1911.—The opening of the "big game" season this week is expected to mean increased business for the hardware dealers not only in their sporting departments but in some other branches of business as well, because huntsmen entering the woods will need camping outfits and essentials just as well as those who go tenting in the warmer days in summer. Already, there has been a briskness added to the routine in the sporting goods departments in the leading stores, and prospects are very bright.

Local dealers complain, however, that there has been a slump in business during the past week or more, due to the elections approaching, claiming that people are not interesting themselves in buying articles in the hardware line until after the excitement has subsided. The present week is looked forward to in this regard with little encouragement.

Dealers in Fredericton, Moncton, Newcastle, and other cities as well as St. John expect to profit not only by the large influx of American and Upper Canadian sportsmen to New Brunswick after the monarch of the forest, but also by the fact that they are helping, themselves, to stimulate interest in hunting among their local customers. They are doing this by featuring all kinds of hunting articles in their windows, and using their newspaper space for dwelling on the joys of a jaunt in the woods after "big game," particularly when the territory for the same is so near to these cities. There is little in the way of ammunition or guns, rifles, etc., sold to the visiting huntsmen, although in some cases they have been known to purchase their stock near their hunting ground. They do, however, patronize the hardware stores for many articles which they do not bring with them, and altogether a good fall business in these lines is being looked forward to.

SALES STARTED EARLY.

West Toronto.—The stove business has opened up already in real earnest here. One local dealer states that his sales of stoves for the past two weeks have averaged six or seven a day. The cold snap a week ago turned people's thoughts to the necessity for proper heating facilities, and there was an immediate demand shown for stoves. This tendency has been further strengthened by the chilly weather which has prevailed during the last few days.

Practically all the local hardware stores have stove displays in their windows now.

A STOVE DEPARTMENT.

Hamilton, Ont.—In a seven-column advertisement, devoted almost exclusively to stoves and heating supplies, Stanley Mills & Co. announce the establishment of a new and up-to-date stove department on the second floor of their James street store. In making this announcement they say:

"The stocks shown are complete, offering the latest designs in Wood Heaters, Coal Heaters, Combination Coal and Wood Heaters, Base Burners, Gas Heaters, Wood Cook Stoves, Coal Ranges and Gas Ranges.

"By our past experience in these lines we know now just which are the best and most satisfactory makes to use—and they're the only ones we are going to handle in this new department. The article that's best for our customers to use, is the best for us to sell! To give the utmost heating capacity, with lowest possible fuel consumption, is the ideal of excellence in a stove, to our minds—and that's the kind we will sell.

"In this department we will also carry a complete stock of Stove Sundries, such as Stove Boards, Stove Pipes, Elbows, Collars, Dampers, Coal Hods, Mica, Linings, Cement and Enamel."

MICA DISCOVERIES NEAR KINGSTON.

Kingston, Sept. 19.—W. H. Patterson was in the city and he reports a find of mica on his property in Bedford township. He is now negotiating with a firm at Rochester regarding the working of it.

McKelvey & Birch have been awarded the contract for heating the post office and have commenced the work. The old system has played out, and new boilers are to be installed.

Twenty Years Ago
In the Canadian Hardware Trade

The following items from Hardware and Metal, issue of September 26th, 1891, will be of special interest.

"The first furnace set up in Saskatchewan Territory, was put in E. J. Cann's residence, in Prince Albert, by T. J. Agnew."

Editor's Note :—The firm of Agnew Bros. is to-day one of the leading hardware and implement houses in the West And, as for the furnace trade it is booming throughout the Prairie Provinces.

* * * * *

"Letters patent have been issued incorporating the Massey-Harris Co., Limited, with a capital of $5,000,000, divided into fifty thousand shares of $100 each. This is the combination formed by the two great firms of implement manufacturers."

Editor's Note.—The great strides which have been made by this monster consolidation, during the twenty years of its existence, are well known to the hardware trade.

* * * * *

"The work of putting down the foundation of the new rail works for Messrs. Pender & Co., St. John, N.B., has been commenced at Charlotte St. extension. The two buildings will cover an area of 35,000 feet of ground. One of them will measure 50 x 124 feet, and the other 50 x 155 feet. One is to be used for manufacturing wire nails, while the other will be utilized as a horse nail factory and machine shop."

Editor's Note.—In Hardware and Metal's annual fall number, it was mentioned that J. Pender & Co. had added new wings to their buildings and new machinery to their equipment, during the past few months.

* * * * *

"It was currently reported that the firm of J. Stewart & Co., foundrymen, Hamilton, proposed to move to Woodstock, which town is holding out very liberal inducements in the shape of a bonus. A reporter saw the senior member of the firm, the other morning, and he said : "The firm of James Stewart & Co. will remain in Hamilton, but some of the members talk of removing to Woodstock. That town is very anxious to have a stove foundry, and is holding out large inducements. Our partnership terminates in a short time, and some of the members of the firm propose removing to Woodstock, provided the inducements are satisfactory. But nothing definite has yet been arranged."

Editor's Note.—It is scarcely necessary to say that the Jas. Stewart Mfg. Co. finally removed to Woodstock, where they have been operating for so long that their name is always connected with that city, in the minds of the trade.

Hardware Letter Box

Ditch Scrapers.

Henry Gilles, St. Jacob, Ont.—"Can you tell me where I can get four ditch scrapers to take 9 yards each, made of heavy steel plate, with handles on top of each scraper?"

Meaford Wheelbarrow Co., Meaford, Ont.; Hamilton Machinery Co., Hamilton, Ont.; Mussons Limited, Montreal; Sawyer & Massey, Hamilton, Ont.; Sydney Scraper Co., Sydney, Ohio; Western Wheeled Scraper Co., Aurora, Ill.

MARKETS IN BRIEF.

Montreal.

Tin—Down 50c per cwt.
Lead—Sharp advance.
Lead Sheets—Up 25 cents.
Solder—Slight advance.
Turpentine—Quoted 70 to 72.

Winnipeg.

Tin—Now 55 cents.
Solder—Likely to advance.

Toronto.

Lead—Advanced 25 cents.
Tin—Decrease of 1 cent.
Turpentine—Advances predicted.

Display Fixtures.

D. W. Douglas, Campbellford, Ont.—"Kindly inform us of firms selling fixtures suitable for the display of razor strops, shaving brushes, etc."

Jones Bros. & Co., Toronto.

W. C. Seats.

J. B. M., Toronto.—"Can I secure in Canada cane-backed seats with arms at the sides for use as W. C. Seats? I understand that they are supplied for the convenience of invalids and convalescents."

These seats are not made in Canada, nor are they stocked by Canadian supply houses. They have been introduced in some specially fine plumbing contracts in the United States, notably the Blackstone Hotel, Chicago.—Editor.

Watering Troughs.

A subscriber in last week's issue of Hardware and Meta' inquired for the names of firms manufacturing watering troughs. In addition to the names mentioned last week, we are informed that the Erie Iron Works, St. Thomas, Ont., manufacture this line.—Editor.

Show Card Writing Supplies.

James Shildrick, Hagersville, Ont.—"In regard to your course in card writing at present running in Hardware and Metal, kindly give me information as to where I can procure red sable square point brushes in albata, and also best sizes and prices of same."

Sizes 6 and 7 are the ones most generally in use, and prices run about 55 and 60 cents. They may be procured from the E. Harris Co., 73 King St. East, Toronto.—Editor.

Stove Pipes.

Cochrane Hardware, Copper Cliff.—"Can you inform us through your paper where the stove pipe that fastens together with a staple is made ?"

Edwin Chown & Son, Kingston, Ont. —Editor.

Electrically Welded Fence.

A subscriber recently wrote asking for the name of a firm making electrically welded fencing. We are informed by the Pittsburg Perfect Fence Co., whose Canadian factory is in Hamilton, that they manufacture an electrically welded fence.

Franklin Stoves.

A. A. Hunt, Abernethy, Sask.—"Kindly advise me through the columns of your paper where I can procure Franklin Stoves in Canada."

"Franklin" is the name given to an open front stove suitable for burning coal and wood. It has become practically obsolete since the introduction of gas logs. The McClary Mfg. Co. still make it but, just at present, have none in stock, and will probably not make any further supply for some time.—Editor.

Pieper Arms Co.

L. Gully & Co., Vegreville, Alta.—"Kindly furnish us with the address of the Pieper Arms Co."

This is a German firm who are represented in Canada by Dorken Bros. & Co., Montreal.—Editor.

The American Artisan and Hardware Record, of Chicago, says, in a recent issue :

"Hardware and Metal, the representative hardware trade paper of Canada, brings out its fall number with an issue of 230 pages, handsomely printed in colors. It is a credit to the Dominion and the hardware trade."

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 78.

MONTREAL.

Montreal, Sept. 21.—Lead and spelter are still furnishing the features in the metal markets, and as a retult of the continued firmness in the primary markets, prices have been advanced locally. This has been expected by the trade in general, owing to the nature of the reports received from producers and holders, both these metals are firm at the advances with a steady trade reported. Pig iron is steady, but does not show much change, and copper is apparently holding its own. Tin has dropped considerably during the week, with something of an erratic movement in evidence. The general condition of the metal market remains encouraging. The extent of the present business is indeed satisfactory, and the season is maintaining its promise of a brisk movement.

Pig Iron.—The iron market continues featureless. Prices are steady; business is satisfactory, and there is a normal activity. But there is nothing of special significance. In the Old Country and the United States the general conditions and likewise prices are stationary. Some state that there is a little improvement, but it is not marked. Prices quoted here are unchanged as follows:—On dock, Montreal: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $15.50 to $17.

Tin.—During the past week tin has dropped considerably in the primary market and locally is quoted at a reduction. The recent decline was unexpected but no one can tell what tin will do next. It is selling locally at 46½ cents. It seems evident that the syndicate have been disposing of some of their stocks. The next move in tin is just as likely to prove a prize as not.

Copper.—Copper has been steady and rather quiet. Reports from the United States say that recent sales have been satisfactory. There is not much likelihood of any marked reduction in price, and it is likely to remain steady. Canadian trade is fairly active.

Lead.—This metal has been growing stronger almost daily. The price has advanced steadily, and from various reports it is likely to continue firm and dear. There is a good demand for lead, and supplies are reported limited with the trade by no means heavily stocked. With lead almost at 4½ cents and some quoting even slightly higher it will be seen that prices have been moving. It is a question where the movement will terminate. Not only has the pig metal been advanced, but lead sheets, lead pipe, solder and white lead are all higher.

Spelter.—The market remains very firm. The price here is unchanged from last week, but the situation is just as strong. In the primary market the price shows an advance. Stocks are reported light and with the demand well maintained there is no reason to expect lower prices for a time. Opinion seems to be just the contrary.

Scrap Material.—Just a fair trade passing in old metals. Prices are as follows: Heavy copper and wire, 11c.; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.-50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Sept. 22.—Political excitement is blamed for the apathetic condition of the metal market during the past few days. Business has shown an appreciable shrinkage in volume and this is quite apparently due to the unsettling effect of the election. No lasting effect is at all possible, however. It is confidently expected that conditions will right themselves bright and early next week.

Lead is providing the fireworks on the metal market just at present. Tin, for many months the stormy petrel and the centre of interest, has taken a back seat, temporarily at least. Lead continues to advance as a result of a shortage in supplies. So marked has the shortage become that a lead famine is by no means impossible.

Tin.—The downward trend continues. Since last issue another cent has been knocked off the price, making the prevailing quotation 42 cents—the lowest for a long while. The reason for this is generally ascribed to a possible loss of interest on the part of the London syndicate. Just what motive the syndicate may have for letting tin slip back is not apparent but it is not construed as an evidence of lost control. It would not create much surprise if the price were worked back to the former high level again shortly.

Antimony.—The improved demand noted last week in antimony is no longer in evidence. Antimony is again showing a singular lack of activity and the big volume of business done last week can correctly be ascribed to "local exigencies." The price has shown some signs of weakness, both locally and on the primary markets.

Lead.—The situation with respect to lead is becoming serious. Local stocks are sadly depleted. "We shipped out our last pig this afternoon," reported one firm. Others state that their visible supply has dwindled down and that they are finding difficulty in filling orders. As the inevitable result, lead has continued to advance and is now quoted at $4.25—an increase of 25 cents. It is not at all improbable, in view of the shortage here, that further advances will be registered.

The demand for lead has been growing very rapidly of late years. The uses to which the metal is put are becoming more varied and the call for supplies has become insistent. While the sources of supply have shown improvement, the increase has by no means kept pace with the demand.

Plates and Sheets.—The amount of business has fallen off a little, for no trade reason but purely in accordance with the quiet condition which has reigned all week. There are a number of advance orders being placed, thus indicating that the future holds out good promise. It is gratifying to note that supplies of Canada plates are coming forward with regularity and there is reason to believe that the difficulty experienced last year will not be felt again. There is a firmer tone noted in lead sheets, as the inevitable result of the soaring tendencies of lead.

Copper.—The copper market can best be described as extremely irregular and unsatisfactory—unsatisfactory, despite the fact that big business has been done locally. The primary market has seen constant fluctuations. A couple of months ago it was believed that copper had reached a rock bottom price but fractional losses have been recorded ever since, evidencing a widespread lack of confidence.

The amount of business done locally, as stated before, has been exceptionally big.

Pig Iron.—Business is good but not in any sense unusual. The factories seem to be busy and it is believed that the fall demand will be good. The price scale is unchanged and quotations are made on this basis: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Spelter.—"The situation is unchanged and spelter is in excellent demand," said a local jobber. The situation bears some resemblance to the condition now felt in lead. Supplies are low and the price on the primary markets is going up. In Europe the advance has been markedly rapid; in America, a more conservative tone has been evidenced. It is quite apparent that, with stocks light and demand running in advance of supply, spelter is in for a spell of high prices.

HARDWARE MARKETS

MONTREAL.

Montreal, Sept. 21.—What has been said of the effect of the election campaign in its earlier stages may be repeated for the last and most interesting week in as far as the hardware trade is concerned. Business has certainly been affected, but not to the degree that was expected when the campaign was in its infancy. The present seasonable demand and the prosperity of the country are factors that could not be entirely overcome, no matter how exciting the contest. It is felt that the great part of the fall demand is still to come, and that retailers who have been putting off their orders will likely wait until the first touch of cold weather forces them to secure their goods. Others are preparing for the coming season, but are not hurrying with their orders.

Household Goods.—Orders during the past week have shown more than the usual sprinkling of household goods, washing machines and wringers, irons and handles, oil heaters. Report has it that September weddings have been responsible for some of the new business in this line that has been felt for some time now. The preserving season is beginning to wane, although there is still a fair demand for these goods. Meat choppers continue to be in demand. Some prices quoted are: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1 qt., $1.50; 2 qt., $1.65; 3 qt., $2.05; 4 qt., $2.50; 6 qt., $3.15; 8 qt., $4; coffee percolators, $1.75 to $3.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz., Universal, $37.75 per doz.; Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set; nickel-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Builders' Hardware.—A good demand is reported for lock sets, locks, escutcheons and other builders' requirements. Building work is progressing rapidly, and the fall finds a general activity. This department is not, however, the busiset just now. The following prices are quoted: Knobs, mineral, jet and porcelain, japanned trim, $1.13 doz.; mineral, jet and porcelain, H. P. trim, $2.25 doz.; locks, cheap rim knob, $1.20 doz. and up; cheap mar. knob, $1.52 doz. and up. Inside lock sets, steel trim, $3.95 doz. and up; wrought bronze trim, $10 doz. and up; cast bronze trim, $10 doz. and up. Front door sets, steel trim, $13.75 doz. and up; wrought bronze trim, $17.75 doz. and up; cast bronze trim, $24 doz. and up. Cylinder F. D. sets, wrought bronze trim, $5.50.

Sporting Goods.—There is a steady outgoing of sporting goods for both fall and winter requirements. Ammunition, knives and guns with some rugby goods make up the strictly fall lines, although the leading retailers are handling coat sweaters, hunting bags, and jackets, too. The shipments for winter are the usual sleighs, skates, etc., and judging from the orders that have been reecived thus far, young Canada should enjoy himself during the next six months.

Seasonable Lines. — This department shows but little change over the past few weeks. Orders are including horse blankets, lanterns, axes, coal scuttles, ash-sifters, and so on. Fall prospects are bright, and with a decline of political excitement and the nearer approach of colder weather, increased briskness is expected

TORONTO.

Toronto, Sept. 22.—Business is good. This fact was pressed home most forcibly by the unmistakeable air of activity and bustle noted at all the local wholesale houses. If further proof were needed, it was supplied by the emphatic assurances of the salesmanagers that business was never better. "The fall trade has opened up wonderfully well," declared one man. "At present, we are just about as busy as we care to be and the orders keep coming in."

The election excitement had a slightly detrimental effect on trade during the last few days of the campaign. It was nothing serious, however, and was confined largely to the smaller centres.

Seasonable Goods.—There is a good demand now for winter goods. Orders are being received daily for blankets, sleighs, shovels, weather strip, etc., but the wholesalers are not shipping much in this line yet. The truth of the matter is that there has been such a good demand for other goods that the jobbers are glad of an opportunity to delay shipment of the orders which can best wait.

Household Goods.—Although business in household goods is, generally speaking, steady the year around, it has its periods of activity and depression. At the present time, it is enjoying a period of exceptional activity. All lines of tinware and graniteware are being shipped out in heavy bulk. The fact that the moving season is again here is responsible for this. There is a smart call for such articles as carpet stretchers, tack lifters, step ladders, carpet beaters and the many other utensils sacred to moving and house-cleaning periods. Incidentally, a good share of business is still being done in preserving kettles and supplies of a like nature.

Lumbering Supplies.—The exodus to the winter camps will soon start and there is, as a result, a good call for logging chains, cross-cut saws, axes, canthooks, etc. The demand is located largely, of course, in the northern sections.

Heavy Hardware.—Trade is now at a top-notch point. Nails are being sold in large bulk, the retail demand having attained to surprisingly high proportions. Screws, rivets, bolts, etc., are showing an equally good demand. Deliveries are reported good. Price quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7⅛.

Builders' Hardware.—In no line is the activity more pronounced. Requirements for the retail trade are heavier than at any previous period of the year, despite the fact that trade all summer has been very good indeed. It is believed that this condition will be maintained right through the fall months and well into the winter.

Stoves and Heating Goods.—The stove demand constitutes very naturally the feature of the market. There is a heavy call for heaters and ranges from all sections and shipments are reaching a stage almost of congestion; although, in this respect, matters are bound to become more marked from now on. It is possible now to estimate the probable extent of the fall trade as practically all stock orders have been placed. Sorting up orders will be received all season, of course, but the requirements of the trade are now pretty well known. That the business in sight is eminently satisfactory is the unanimous verdict of the stove men.

The furnace industry is correspondingly active. Here it is found that orders are largely for immediate delivery. It goes without saying that all orders are not being filled instantly by any means. Still the manufacturers are managing to keep their customers supplied. The outlook is for an unusually brisk fall.

Sporting Goods.—The demand is for hunters' supplies. As the deer season is close at hand, there is a sharp call for rifles and ammunition. The sporting goods trade is not limited to that, however, as advance orders for skates and winter supplies are being booked daily.

The Western Hardware Market Situation

Elections No Check to Business—Tin is Higher and Solder Likely to Advance—Other Lines Holding Firm—Builders Demanding Finishing Materials.

Winnipeg, Sept. 18.—In spite of the fact that harvest is not yet completed in some parts and that elections are the all important topic of conversation at the present time, wholesale hardware firms are all being pushed to the limit to handle the enormous increase in trade. Although the West has this summer passed throught an exceptionally severe test, continued rain and early frosts doing all damage possible, it is recognized that a good crop will be harvested. The result is that faith in the country becomes stronger than ever and as is always the case results in trade expansion. Not only is this increase expected to be maintained, but in another two weeks or month, when the country becomes settled once more, further increases are looked forward to. Wholesalers are already busy planning for the fall and early winter trade and are wearing "the smile that won't come off."

All lines are exceptionally active but prices are holding fairly firm. Ingot tin has advanced 2 cents per pound during the week and is at present quoted at 55c per pound. This is due to slow deliveries and unless larger supplies are received shortly it is probable that solder will be on the move before long.

Household Goods.—Steady trade is reported in these lines. Stoves of all descriptions are moving freely but the combined wood and coal ranges are in greatest demand. With the sale of every stove, sales of elbow stove pipes and stove boards are also made, Heating stoves are also active as the chilly fall winds are beginning to prevail on the prairies. Shelf goods of all kinds, enamel ware and tin ware are being shipped in direct carloads into various centres for redistribution.

Seasonable Lines.—Guns and ammunition still continue to move but rifles and ball cartridges are just starting. Winter lines such as blankets, hockey goods, lanterns, etc., are commencing to attract attention, and some enquiries are being received for them.

Building Material.—All inside finishing material are moving freely. As stated before the growth in building constructions in the West is little less than marvelous and all these houses and stores have to be finished up before the long dreary winter sets in. Contractors and builders are hastening their "jobs," which results in an active demand for finishing lines,

Prices on the whole remain firm as follows:—

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55 ; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80 ; 18, $3.85 ; 20, $3.90 ; 22 and 24 $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in., $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in., $5.45 ; 1¼ in., $7.45 ; 1½ in. $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25 ; 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting.—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8. 31c; 9, 32c; 10, 33c; coppered, No. 8. 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc.—Casks, $8.75; broken lots, $9.25.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2. 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $13.50; ½ box, $8; I. X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05 ; plain twist, $3.40 ; staples, $3 ; annealed wire, base, $3; oiled, 10c. extra ; bright iron $3.20 base; brass spring wire, base, 23c. ; plain galvanized iron, Nos. 6, 7 and 8, $3.50 ; No. 9, $2.90 ; 10, $3.60 ; No. 11, $3.70 ; No. 12, $3.10; No. 13, $3.40 ; No. 14, $4.25.

Paints and Oils.

All lines of paints and oils are going out with a rush and prices are holding steady. Turpentine remains firm at 85c per gal. in barrels and 95c per gal. in small lots. Linseed oil is active and demand strong. Present prices are $1.15 per gal. for raw and $1.18 for boiled.

Glass.—Glass continues to move freely, prices remain unchanged.

First break, all under 25 united ins., $3.50 per 100 sq. ft.

Methods of Retailing Paints and Varnishes

How Often Should Paint Windows be Arranged?

Progressive Dealers Unite in Fixing Once a Month as the Proper Basis—Keep This up all the Year Round—Displays Should Not be Left in Window too Long.

Paint displays are seen in the windows of hardware stores now with much more regularity than in the past. Hardware dealers seem to have awakened to a realization of the importance of this department.

The question is often asked: "How often should paint windows be shown?" The query is hard to answer in a general way. Some dealers carry larger stocks than others, and it is, therefore, necessary for them to use window displays more often. It depends largely on the size of the stock carried and the relative importance of the department to the whole business. Not entirely, however. Just because a man's paint trade has been small, there is no reason for him to assume that it will always be small and base his plans on that assumption. By featuring his stock, and otherwise adopting progressive methods, he could in time work up his paint department to more satisfactory dimensions.

It would, perhaps, be more to the point to answer the question in this way. A man should plan his paint window displays according to the amount of business he wants to do, rather than according to the business he has been doing. The man who does a five hundred dollar business in paint, and does everything on a five-hundred dollar basis will not likely get beyond that stage. But if he starts out with the intention of doubling his output, and lays all his plans in accordance, the chances are all in favor of his attaining the thousand dollar mark.

Must Be Pushed.

It should be borne in mind that paint must be pushed if the best results are desired. People are more apt to procrastinate in regard to paint than in anything else. The guess-I'll-leave-it alone-until-next-month attitude is a very common one, unfortunately. People of this stamp need to be stirred up continuously, and the dealer who undertakes to enlighten his community on the subject of paint, will always succeed in creating a large demand. This is inevitable, because householders who postpone their painting, do so in a great majority of cases through carelessness or forgetfulness. If the paint man can get them to think of the matter, not once, but a number of times, they will almost certainly come to the buying point.

The Value of Display.

There are a number of ways of bringing paint to public attention, and one of the most effective of all is to make use of the store window. It is impossible to set a limit to the possibilities of the window display as a business getter. A good display insures immediate and direct returns; in addition to which, there are the indirect results, which are harder to estimate, but are, nevertheless, bound to be felt.

The progressive dealer will make use of his store window for a paint display once a month. The varied nature of the hardwareman's stock makes it impossible for him to feature any one line to the exclusion of others, but the paint department is of sufficient importance to warrant the use of the window once every month. Successful dealers unite in fixing that as the minimum. At seasonable times, it will be found advisable to have displays oftener. Furthermore, the once-a-month policy should be maintained the year round. "But," some dealers will protest, "it is not practicable to think of putting paints in our windows all through the winter." It is practicable, despite the fact that long established custom is against it.

Of course, it would be neither sensible nor advisable to show exterior paints in the middle of winter. There are, however, a great number of interior household varnishes and stains, which can be featured handily and sold in large bulk. A monthly display of these lines will be found to bring quite satisfactory results.

Keep For One Week.

Another question frequently raised is with reference to the length of time that a window should be left intact. This depends again, of course, on the scope and nature of the business, the season of the year and the stock displayed. As a general rule, however, it is safe to assert that a display should be left in the window for one week. Only under unusual circumstances should it be changed oftener. "Lightning change" work in window dressing undoubtedly has its advantages. It is possible to show a greater variety of goods in a shorter time, and people get in the habit of always expecting something new. At the same time, it limits the selling power of each window, and entails a very considerable amount of arduous work.

A good window will create interest and get people talking. Persons who hear about it from friends will frequently make a special call to see it. To create interest of this kind, it is necessary to allow the display to remain a week.

Beyond that time, it is not safe to go, unless the display is an extraordinarily good one. After having been in the window a certain time, the display loses all interest for the passers-by, and it follows that it has also lost its selling power. The wisest policy is to make a point of changing every week.

The writer recalls one paint display which was left in the window three weeks and that length of time was not one minute too long. It was, however, an exceptionally well designed display. A miniature mill was shown, all brightly painted up. The wheel was turned by a small motor in the mill and the background was filled in with a clever representation of a high bank fringed with trees. The sides were utilized for the display of paints and brushes.

This window had an unusual selling power and the results obtained were really remarkable. The dealer had it photographed and used the illustration in his daily advertising space, which naturally added to the interest.

Always in Window.

A great many dealers follow the policy of having a few samples of paint or a manufacturer's lithograph in the window always. This policy undoubtedly serves the purpose of keeping the paint topics always more or less to the front. It has this disadvantage, however, that it frequently results in the window dresser neglecting to make exclusive paint displays at any time. It also, to some extent, detracts from the value of the other goods shown.

A BIG FLAX CROP.

The Canadian flaxseed crop this year promises to be unusually heavy. The Manitoba Free Press has made an estimate of the probable size of the crop, sending out special commissioners to all parts of the Northwest. The total compiled by the commissioners is 8,-

000,000 bushels—by long odds the largest that Canada has ever produced.

One reason for this is the tremendous increase in acreage, but it also appears that the yield per acre has been improved.

The largest flax-growing province is Saskatchewan. Regarding conditions in that province, the Free Press says:

"The Free Press does not agree with any of the acreages estimated for flax in Saskatchewan, and believes that 600,000 acres is a very conservative estimate. The average of flax at the close of the inspection for Saskatchewan was 13 bushels per acre, the very heavy crops along the Soo line, where the bulk of the older cultivated land sown to flax is situated, being reduced by the large areas of new breaking which showed very indifferent and very late crops. At 13 bushels per acre, the crop at the close of inspection stood to yield 7,800,000 bushels; but so much of this crop was late that the Free Press estimates a subsequent depreciation of at least two bushels per acre, putting the final estimate of yield at an average of 11 bushels, which, on 600,000 acres gives a return of 6,000,000 bushels."

The flax acreage in Manitoba has also increased very considerably. The Free Press places it at 80,000 acres and the average yield at 9 bushels. In this connection it must be stated, however, that doubts exist as to how much flax is damaged in yield by a few degrees of frost. It is possible that this depreciation has been very high.

Alberta is estimated to have 50,000 acres in flax and the yield is placed at the high figure of 14 bushels.

Does Improvement Tax Retard Paint Sales?

Argument Against Painting Sometimes Advanced by Niggardly Property Owners—Tax is Illogical, but Not Very Oppressive in Practice—Would Lose More Through Deterioration Without Paint Than Through Taxes With it.

Once in a while a hardware dealer, in trying to close a good-sized order for house paints, is met with the argument that if the property owner repainted his house the assessor would instantly take cognizance of the fact and raise his assessment.

This tax on improvements appears to be a most illogical way of raising revenue, as it actually puts a premium upon retrogression. It discourages progress. It puts a check upon business, and especially upon that of the paint dealer. It is a bad thing for the municipality, because it is likely to coerce property owners into allowing their premises to deteriorate in value and to become eyesores in the community.

Not so Bad in Practice.

At least, that is the way the improvement tax might work out in theory, especially in localities where the close-fisted element predominated. But in actual practice this tax does not seem to be any great danger to business.

How many paint dealers have actually lost business because of the improvement tax? We venture to say that the number is not large, although, to be sure, this argument is often brought up by niggardly landlords who are intent upon staving off any expenditure upon their properties. But, even in such cases, there is a way, and a very easy way, of subverting this argument.

The wise dealer, when putting through such a transaction, will make it clear to the prospect that the increased assessment will not be large, and the additional yearly tax practically negligible. Suppose the assessor added $100 to the assesment on the property, and the tax rate were 20 mills. The additional tax would be $2, or less than 17 cents a month.

Surely no householder, be he ever so stingy, would allow a matter of 17 cents a month to stand between him and the satisfaction of possessing an attractive home!

Protection Worth More Than Additional Tax.

Then there is another way of looking at it. Even the most hide-bound landlord must recognize that his building, besides taking on a battered appearance, will actually deteriorate in value, and gradually rot, unless paint be regularly applied to its wood and metal surfaces.

This is the point to press home when the prospect opposes painting because of the improvement tax. It will be an easy matter to show him that, without the paint, his property will deteriorate at a rate which will make the additional tax imposed appear very insignificant. And surely there is no one so stingy as to allow his property to fall into ruin and become less valuable, with the deliberate intention of decreasing his taxes!

Upon the whole, while it would seem that the tax on improvements is utterly illogical, and that it is not in accordance with the progressive spirit that animates this country, it should not form any serious barrier to paint sales if the salesman properly handles the subject.

Arch. MacFarlane, of Montreal, has left on a business trip through Western Canada.

F. Ross Newman, of Caverhill, Learmont & Co., is in Winnipeg on business during this week.

John Hubbard, representing Stacey Bros., of Sheffield, Eng., was a recent visitor to the trade.



Varnish Window Shown by H. N. McArthur, Queen St. East, Toronto.

The ML Paint Plan Makes More Money for Paint Dealers

M-L Paint

A great assortment of shades perfectly mixed and ready for use by any buyer. Best protection, easiest applied, least troublesome for your customer. He "does a good job" and your sales get the benefit. Extra large covering capacity.

ML
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M-L Floorglaze

A heel-proof, water resisting floor finish that may also be used as a self-varnishing outdoor paint. Double service—double sales—double profit. The kind that we advertise so largely.

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M-L Elastilite

Free flowing scratch-proof flexible varnish of high lustre—saves the troubles of ordinary varnishing. Best and easiest way to protect your customer who wants a fine job. Carry this advertised line.

WRITE FOR PRICE LISTS, SAMPLES, SHADES AND OUR DEALER PROPOSITION

Imperial Varnish & Color Co., Limited

108 PRINCESS STREET
WINNIPEG

6-24 MORSE ST., TORONTO

524 BEATTY STREET
VANCOUVER, B C.



OUR ATTRACTIVE COLOR FOLDERS HELP YOU TO SELL

MINERVA PAINTS

which are the product of 76 years' experience in paint making. MINERVA PAINTS are just as good as skill, experience and care can make them. The MINERVA proposition is one you cannot afford to overlook.

Write for our selling plan and full particulars

PINCHIN-JOHNSON CO. (Canada), LIMITED

Established in England in 1834.

377-387 Carlaw Avenue, TORONTO

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Sept. 22.—The weather man can give the paint trade a great deal of assistance if the fall lives up to the sample that was doled out during the past week. Fine weather will help the trade, not only in doing work, but in creating it, for, as one dealer said, the householder takes more interest in his place if the fall is sunny and there is only the necessary share of rain. Reports from the trade are satisfactory, and there is a strong feeling that October will be a good month. The markets have been steady during the week, prices remaining unchanged. It is felt that the passing of the excitement of political questions will result in increased demand from all parts of the country.

Linseed Oil.—The market has remained steady at practically last week's figures. The conditions are reported tending to firmness, and with a good demand during the fall painting season it is likely that prices will be maintained. The quotations now offered are $1.01 for raw and $1.04 for boiled.

Turpentine.—Local houses report turpentine down to 70 cents a gal., with a fairly good demand. The market is steady, and while lower prices are not expected and are not likely, it could possess a firmer tone than at present.

White Lead.—White lead at its last advance is firm, due to the strength of the lead market, and the demand for white lead. Prices at present are as follows—for one-ton lots $6.15; for five-ton lots and over, $6.05; for shipments less than one ton, $6.30. There is a good trade in white lead at present.

Putty.—The market is unchanged in price, but there is a good, steady demand. Prices are as follows: Bulk, bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

Varnishes. — This department continues brisk just now with orders for the various varnishes required during the fall.

TORONTO.

Toronto, Sept. 22.—Business has been extremely good on the local paint and oil market. Although the outside demand has suffered a little during the past few days, as a result of the election excitement, the effect was not noticed on the total volume of trade.

Large orders are now being received, indicating that the regular fall demand has begun to manifest itself. Prepared paints have become active again, the city demand being particularly heavy.

No price changes of any importance have been made this week. Firmness is felt in practically all lines.

Linseed Oil.—Oil has been very firm during the past week. This is due to the fact that the supply now in the hands of the crushers is small, and they are showing a prefrence for small orders from their customers. The situation with reference to the price of seed is rather puzzling at the present time. Whereas it had been expected that flaxseed would drop in price very materially on the completion of the harvest, nothing of the kind has yet occurred. It is said that the crushers have been looking to outside markets for stock, but have been unable to get any better quotations than are prevailing in this country.

The local demand for linseed oil is heavy and prices still remain at $1.05 for raw and $1.08 for boiled.

Turpentine.—The past week has been one of considerable anxiety both to shippers and producers of "turps." The speculators on the primary markets have been attempting to bear the market, and their offers have all been for reduced prices. The producers, however, have been able to dispose of their supplies without any great reduction. The change in price for the week has only been about ½ cent per gallon, and telegrams received to-day from the States advise that they believe the bottom has been reached for the season. Advices are to the effect that orders cannot be placed at better figures than have been ruling for the past week. The local price has remained firm. The following opinion, with reference to the future, was expressed to-day: "As the season is now well on and supplies coming forward must be smaller than the past weeks, it will not surprise anyone to find a steady advance taking place as we approach October and November."

Rosins.—Producers have made money on rosin this summer. Instead of the dark rosins declining in value, there has been a steady advance in prices for the past three or four weeks. The low grades are now at a very much higher point than they have reached before for several seasons. The price for D rosin, which is the lowest grade used by our foundry men, and for the darkest make in varnishes, is now more than double the price that it was three years ago, and very nearly double the price it was two years ago, and from 5 to 10 per cent. higher than it was one year ago same date.

White Lead.—The situation with reference to white lead is still a little unsettled. The fact that the Trail (B.C.) smelter has been closed in consequence of labor troubles has had some effect. Lead has been imported for corroding purposes. The advance made last week has been firmly maintained.

Putty.—There is a heavy demand for putty, and large orders are being sent out. Standard putty is quoted at:—Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same: Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

Shellac.—The shellac market is still uncertain, the tendency of late having been toward lower quotations. The price of shellac is now lower than for some time past.

White Zinc.—A firmer tendency is noted in zinc, and the price now asked for the pure article in 25.-lb irons is 10 cents.

Glass.—There is a heavy demand for glass. Shipments are as large as the supply houses can conveniently handle. Local manufacturers report that their customers are experiencing an exceptionally good retail trade.

Prepared Paints.—The demand has now attained to full fall proportions. Sorting orders are being received from all sections, indicative of a brisk retail trade. The same condition prevails in respect to varnishes and japans.

Petroleum.—A good volume of business is reported. The same schedule of prices maintains: Sarnia prime white, 11½c; American water white, family safety, 13c; Pratt's Astral, 14½c.

DOING A GREAT CEMENT BUSINESS.

Prince Albert, Sask.—The Agnew Bros. Hardware Co., have handled a remarkable cement business, this season. Since the opening of navigation on the Great Lakes they have sold no less than 86 carloads, and have paid upwards of $26,220.75 to the cement manufacturers and $19,845 to the railway company for freight. No car in the lot contained less than 150 barrels, and most of them had 187½ barrels.

The firm are still bringing in cement, and these figures will be considerably increased by the close of navigation. The bulk of it is being used in laying 8, 10 and 12-ft. sidewalks, which will make Prince Albert one of the most advanced cities west of the Great Lakes, so far as street improvements are concerned. Its inhabitants have long claimed that it is the most picturesque.

Brandram's B. B. Genuine White Lead

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged.

It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.

Anchor Decorators' Pure White Lead

The base of which is made by the Old Dutch Process.

It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch Process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD, WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	8 25	8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 40c. Metaillo, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 55; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ¼ to 2 in.		21 00
Plain sheets, 14 oz., 14x48", 14x60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		24 00
Copper sheet, planished, 14x60, base		31 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 3 "	20 00	22 50
Carron, special	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock	....	22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	....
Ferro Nickel pig iron (800)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 26
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

	Apollo	D. Crown	Ordinary
Ordinary, 52 sheets	2 90	2 90	
All bright, 52 sheets	3 70	4 00	
Galvanized—			
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	2 86
⅜ "	2 25	3 08
½ "	2 63	3 48
¾ "	3 28	4 43
1 "	4 70	6 35
1¼ "	6 41	8 66
1½ "	7 70	10 40
2 "	9 57	13 86
2½ "	16 39	22 14
3 "	21 52	29 07
3½ "	27 08	36 58
4 "	30 78	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 20	3 75
Imported pig, per 100 lb	4 45	3 95
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 75	5 00
Sheets, 3 to 6 lb. ft.	4 50	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 50	7 50
Part casks	9 00	8 00

SPELTER.

Foreign, per 100 lb	7 25	6 50

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50	
I X, 14x20 base	5 25	
I X X, 14x20 base	6 00	

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75 7 35
" " 26 "	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80. All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 2½ p.c. off. Other sizes, 50 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)	....	0 07
Litharge, ground	....	0 05
" flaked	....	0 05½
Green copperas (green vitrol)	....	0 01
Sugar of Lead	....	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	....	0 09
Chrome yellow, pure	....	0 18
Golden ochre, pure	....	0 11
French ochre, pure	....	0 09
Chrome green, pure	....	0 11
French permanent green, pure	....	0 15
Signwriters' black, pure	....	0 17
Marine black, 25 lb irons	....	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	....	0 10
German common sheet	....	0 10
German prima	....	0 15
White pigsfoot	0 15	0 20
Brantford medal	....	0 10
" golden medal	....	0 11
" brown sheet	....	0 10
" golden sheet	....	0 13
" gelatine	....	0 22
" white gelatine	....	0 20
" white glue	....	0 12
" 100 flake	0 10	0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c.; Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ¼-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon	in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C.		1 65
Brandram-Henderson's "English."		1 95
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Maple Leaf Paint (Imp. V. & C. Co)		1 90

NAME AND DESIGN REGISTERED 1909 PATENTED 1910



MADE IN OVAL AND FLAT

BOECKH'S "STEEL GRIP" PAINTERS' BRUSHES

are the result of years of experimenting, and are without doubt the best and smoothest working Brushes to be had anywhere.

They are guaranteed in every respect.

WRITE FOR PRICE LIST, ETC.

THE BOECKH BROS. COMPANY, LTD.

Head Office
80 York Street

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ESTABLISHED 1856

Factories
158 to 168 Adelaide Street West

This cut was reproduced from a photograph of a Bowser System installed for

Manville Hardware Co., Prince Albert, Sask.

Ask the Bowser users.



This system handles

Raw Linseed
Boiled Linseed
Turpentine
Gas Engine Oil
Cylinder Oil
Floor Oil
Machine No. 1
Machine No. 2
Coal Oil

with profit to the owner.

The Way to Get More Profit on Paint Oils.

Look at the **barrels, faucets, measures, funnels and floors** if you want to see where a goodly share of your oil profit goes to of this loss by using a Bowser System. It measures the oil directly into the customer's can. **No Measures nor Funnels.** You can save **every cent**

You can buy one pump and tank or a dozen. Just suit your own needs. You can try out only one at first. The price is reasonable. They protect you from fire and save their cost. Ask for FREE book No. 1 N.

S. F. BOWSER & CO., LTD., 66-68 Fraser Ave., TORONTO

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 72	0 76
Wood Turpentine		0 70
Turpentine, second run		0 60
Linseed Oil, " raw	1 00	1 05
" " boiled	1 03	1 08
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastillite varnish		2 25
Granitine floor finish		2 25
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 60
No. 1 orange " " "		1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 45
Lily Pure	6 30	6 45
Tiger Pure	6 30	6 45
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 30
Brandram's B. B. Genuine	7 40	7 55
" Anchor," pure	6 30	6 45
Ramsay's Pure Lead	6 30	6 45
Ramsay's Exterior	5 80	6 45
C.P. Co.'s Decorators' Pure	6 30	6 45

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 06½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 55 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 50, 10 and 10 per cent.
Standard, 50, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarredwool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¼-inch per gross	9 00
" " ⅜ " "	10 00
" " ½ " "	11 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	3 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 n per 100 lb.	4 60
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO NEVER LEAK ROOFING

Guaranteed Until 1921

Every roll of Congo two and three ply roofing carries with it a genuine Insurance Bond from the National Surety Company guaranteeing that it will last *ten years.*

That guarantee Bond means that every Congo roof laid this year must give absolute protection *until 1921.*

This is real Roof Insurance

We are the *only* manufacturer who has confidence enough in his goods to back up his guarantee with a *real* Surety Bond.

Write to-day for samples of Congo, copy of the Bond and further information.

We want you to know just what we are offering, and when you once know, you will see it is the best on the market.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont



Fac Simile of 10 Year Bond

WIRE NAILS

We have the latest machinery and every facility for producing best quality wire nails with perfect heads and points. Special care is taken in the drawing to obtain a regular gauge. Our Wire Nails are guaranteed full weight. Other lines we make and recommend are:

Annealed Wire and Wire Bale Ties — Very Soft and Pliable. Extra Strong

GET OUR PRICES.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

THE LINE OF SUSTAINED PROFIT!

Quality Builds Reputation, and Quality Sustains it! For 85 years

HEINISCH

SOLD BY ALL JOBBERS

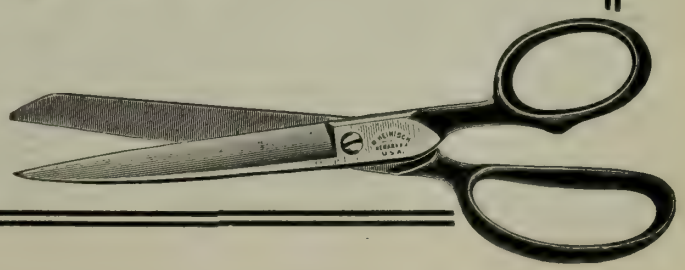
SHEARS

have set a standard of the highest quality; they are goods that are a pleasure and profit to handle.

No more complaints for the dealer who sells HEINISCH GOODS!

TAILORS' SHEARS, TRIMMERS, TINNER SNIPS, SCISSORS

R. HEINISCH'S SONS CO., Newark, N.J., U.S.A.



KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 108	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 6 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¼—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring cap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	" 8½
Sisal bed cord, 48 feet, per dozen	0 65
Sisal bed cord, 60 feet, per dozen	0 80
Sisal bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1831	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WHIPLEES

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in		0 70
" " " 34 in		1 00
" " " 36 in		1 25
" " neckyokes, 36 in		1 05
" " doubletrees, 40 in		0 95
" " lumbermens, 44 in		1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Paint for the Roof



Every farmer and householder wants paint for the roof. No dealer running a paint shop should neglect this good paying end of the business.

Here is a paint, for instance, that you can sell for $1.00 per gallon and make a profit.

Ramsay's Outside Paints

It is used for the farmer's barn, the roof, the fences, and all kinds of cheap and rough painting. We sell tons and tons of it. You should have your share. It is nicely put up in quarts, half gallons and gallons. We have handsome color cards to show you.

A. RAMSAY & SON CO.
MONTREAL
Established 1842

PIG LEAD

"ENHTOVEN"

BEST ENGLISH LEAD STOCK OR IMPORT

For all Metals, Enquire First at

"THE METALS HOUSE"

A. C. LESLIE & CO., LIMITED
MONTREAL

G. F. STEPHENS & CO., Limited

WINNIPEG and CALGARY

HEADQUARTERS FOR

Polished Plate Glass, Window Glass, Figured Glass, Leaded Art Glass

For anything in Builders' Glass send in your specifications and let us figure on them. Quotations given either by wire or mail.

Years of experience, the finest equipment, and ability of the highest order, enable us to ship same day as received.

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Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

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Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

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London Bolt and Hinge Works, London, Ontario
The Steel Co. of Canada, Ltd., Hamilton

Bolts—Expansion
Star Expansion Bolt Co. New York

Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton

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Jas. C[illegible]nd & Son, Ltd., Birmingham, En
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co. Ltd., Guelph, Ont.
Tallman Brass & Metal Co., Hamilton

Bridle Rings—Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

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Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co. Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co. Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph, Ont.

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Dominion Oil Cloth Co., Montreal

Calipers
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McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton

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Bissell Carpet Sweeper Company, Grand Rapids, Mich

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Guelph Spring and Axle Co., Guelph.

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National Cash Register Co., Toronto

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McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

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B. & S. H. Thompson & Co., Montreal

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Buffalo Mfg. Co., Buffalo

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Maxwell, David, & Sons, St. Mary's, Ont

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Hamilton Cotton Co., Hamilton.

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American Wringer Co., New York City

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Corrugated Iron
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Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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Caverhill, Learmont & Co. Montreal
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

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Wm. Keating, Toronto

Door Hangers
F. E. Myers & Bro., Ashland, Ohio
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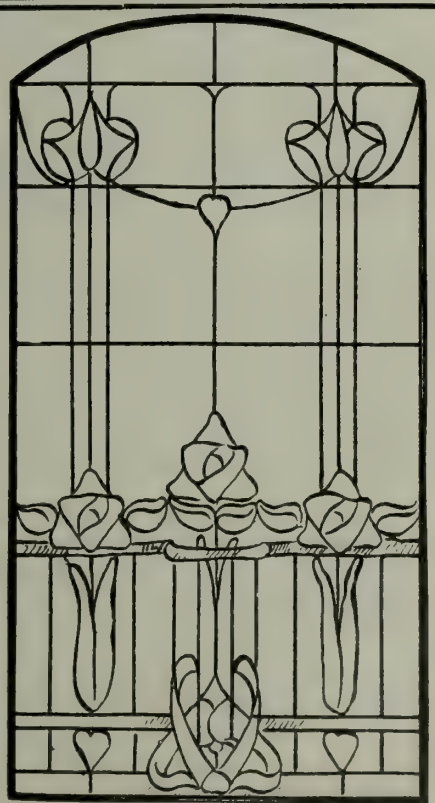
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MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

SITUATIONS VACANT

WANTED—Experienced hardware clerks. Apply PROTHINGHAM & WORKMAN, Limited, Montreal. (38)

WANTED—Hardware and stove salesman, experienced. Must be first-class man and furnish testimonials of good character. GEO. A. ELLIOTT, Brantford, Ont. (38)

WANTED — Immediately, hardware clerk with knowledge of tinsmithing. Steady employment to right man. D. M. LEYDEN, Granum, Alta. (38)

WANTED—A stock-keeper for wholesale house. Must be thoroughly familiar with all shelf goods. State experience and salary. PEART BROS. HARDWARE CO., Ltd., Regina, Sask. (39)

WANTED—Tinsmith, accustomed to shop work, furnace and troughing; some knowledge of plumbing. Steady job for suitable man. Box 591, HARDWARE AND METAL, Toronto. (39)

WANTED—A hardware man with few years' experience (in wholesale preferred) for putting up orders wholesale house. State experience and salary required. PEART BROS. HARDWARE CO., Ltd., Regina, Sask. (39)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto (24tf)

SITUATION WANTED

PRACTICAL HARDWAREMAN, having Western experience, desires position as manager or buyer. Familiar with book-keeping. Address Box 588, HARDWARE AND METAL, Toronto. (38)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

When writing advertisers kindly mention having seen the advertisement in this paper.

Don't Wish for more Business

but Win It

Backbone beats **Wish-bone** in business every time. The man who is always *wishing* for success but *does nothing* to *win* it never get very far.



Business usually goes to the man who puts out the best bid for it. High quality is a bid that brings business — because high quality is safe — it meets high expectations. Everyone expects the goods he buys to be right — it does not pay to disappoint that expectation. no customer will ever be disappointed with

Martin-Senour Paint
100% PURE

No matter how high their expectations may be pitched, it meets the most exacting requirements. If you want to put out the best bid for business, Mr. Paint Man, get Martin-Senour Paints — they will give you the backbone to go after the best trade in your town and *win it.* Write today — let us tell you how we help our dealers.

THE MARTIN-SENOUR CO., Limited
Pioneers of Pure Paint
MONTREAL CHICAGO WINNIPEG

Do You Carry a Stock of
DOUGALL VARNISHES?

If you do not, then you are not in a position to offer to your customers the best that is obtainable in this line.

We make nothing but varnishes—we are specialists in this line.

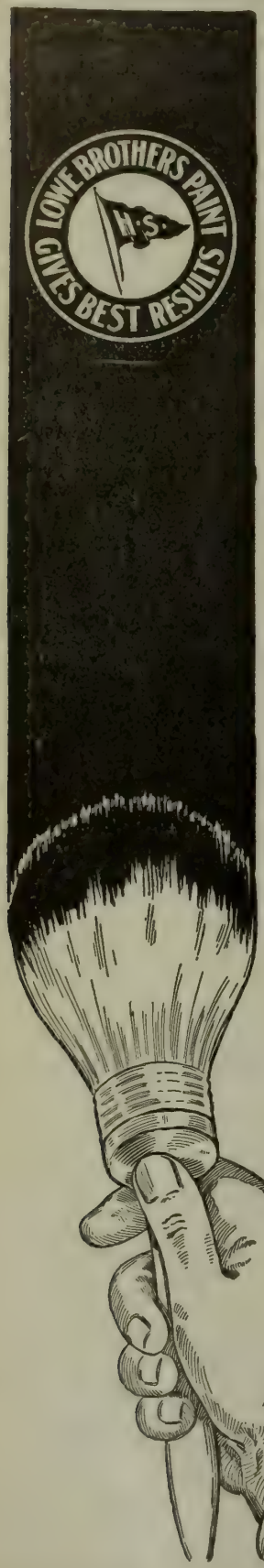
Years of study have enabled us to produce a varnish which is suitable to the climate of Canada, the wearing qualities of which are not contained in any other varnish on the market.

We make a varnish for every purpose and each one is the best in its class.

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Company, Limited
305 MANUFACTURERS ST. J. S. N. DOUGALL, President
MONTREAL - - - CANADA
Associated with Murphy Varnish Co., U.S.A.

ANNOUNCEMENT



Lowe Bros., Limited

announces the opening of its business in Canada

A plant, including a fire-proof building of latest and most approved design, equipped with all practical facilities for the manufacture of the Company's products, is in course of construction on Sorauren Avenue, in Toronto. Until completed the company will occupy the paint works of the James Robertson Company, Limited, an arrangement having been completed whereby Lowe Brothers, Limited, has succeeded to the paint, varnish and color business of this well-known Company. Its products will be supplied to the trade as heretofore.

The main purpose of Lowe Brothers, Limited, will be to reproduce in Canada the "High Standard" products of the Lowe Bros. Company, of Dayton, New York, Boston, Chicago and Kansas City. The high standard of excellence which has characterized and distinguished the products of the Lowe Brothers Company in the United States, and has made its Trade Mark, "The Little Blue Flag," synonym of all that is worthy in Paints, Varnishes, Enamels, Stains and Colors, will be maintained in Canada.

The exclusive Agency principle will govern the sales policy of the new Com pany. The interests of each Agent being protected with scrupulous care. The quality of "High Standard" products, the attractiveness of the labels, the practical character of the promotion and advertising assistance all unite to make The Lowes Brothers Agency one that appeals forcefully to the best dealers. Representatives will call in the near future, prepared to furnish full information as to the plans and policies of the Company, and inquiries by mail will be answered promptly and courteously.



Lowe Brothers LIMITED

TORONTO



Moore's Muresco

The steadily increasing demand for this favorite Wall Finish during the 18 years it has been on the Canadian market affords ample evidence of its reliability and quality.

During 1910, in Canada alone, the sales of "MURESCO" increased no less than 35%, but we are not content to stand still! Hundreds of dealers are now stocking and recommending "MURESCO" because of the subdued velvety appearance it produces, but hundreds more are not yet handling it! Are YOU one of these dealers?

MURESCO is a quality preparation right through. It will not peel, crack or rub off, is very economical in use, artistic in appearance, durable and sanitary.

A real good profit-producer for the retailer! Made in white, 16 Tints and 16 Colors.

Write for Color Card and Prices.



Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO



Other Leading Moore Products are
"IMPERVO" VARNISHES
MOORAMEL
TILE-LIKE
FLOOR PAINT
SANI-FLAT
MOORE'S HOUSE COLORS

ASK YOUR JOBBER FOR PLYMOUTH ROPE

PLYMOUTH rope is the kind for the progressive merchant to sell. It is good, honest rope; it's always the same—no poor coils; no kicks from your customers on PLYMOUTH.

Perhaps your people don't realize what a difference there is in rope, don't know there is something better than the common kind.

It's an easy way to make a friend by showing them, and selling them, a piece of

PLYMOUTH ROPE
"The Rope You Can Trust"

PLYMOUTH rope has been making friends for eighty-six years, and you can just as well as not get the benefit of a part of this prestige which has been accumulating all that time.

All that is necessary is to ask your Jobber for PLYMOUTH Rope.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents
55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

It pays to handle goods of a manufacturer who considers your business when making out his selling plans.

Pratt & Lambert Consider Your Selling Plans

Your sales, profits and success with the line is the central idea in every Pratt & Lambert Selling Plan.

They start with the quality—insure repeat order value from raw material to finished product.

When you buy Pratt & Lambert Varnishes you get consistent, year in and year out, co-operation and advertising—the kind that reaches every possible selling outlet—the consumer, the painter, the architect. Prove that this "ready made business" can make quick turn overs and profits for you. Write

PRATT & LAMBERT-Inc.
VARNISH MAKERS 62 YEARS
24 COURTWRIGHT STREET, BRIDGEBURG, CAN.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
LONDON PARIS HAMBURG

Leeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE
From Trinidad Asphalt
WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

Roofers' Supplies
220 KING STREET WEST
TORONTO
AGENTS WANTED.

WILL YOU JUDGE THIS TWO-COAT COMBINATION YOURSELF?

May we send you, without cost to yourself, sample on wood of our

Two-Coat Combination

Standard Turpentine Shellac and G. P. Hard Oil Finish

Examine it carefully. Note the splendid surface and supporting properties of **Standard Turpentine Shellac.** Look at the semi-flat finish it gives, see how it does not raise the grain of the wood, and you'll agree there is nothing like **Standard Turpentine Shellac** for first coating open-grained or paste-filled woods.

Used with our **G.P. Hard Oil Finish** a truly remarkable effect is obtained in our two-coat combination.

These are only two of the famous International Line.

Get details of our full range of varnishes.

All Standard Varnish products are put up in Full Imperial Measure Cans ONLY.

Made by the

INTERNATIONAL VARNISH CO. LIMITED

Canadian Factory of the Standard Varnish Works
TORONTO WINNIPEG

F-85

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

J C CONSTANTIA J C

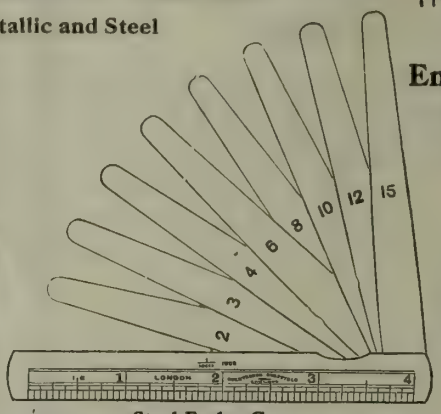
MEASURING TAPES

Linen, Metallic and Steel



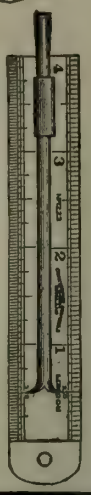
TREBLE

Engineers' Small Tools



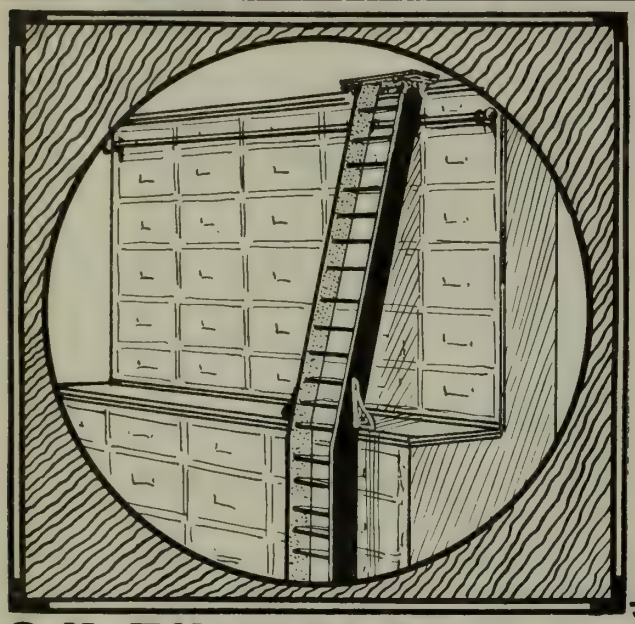
Steel Feeler Gauge

Steel Rules, Gauges, etc.



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal



The difficulty of getting at things and the labor of moving them about are greatly lessened if your store is provided with a

Bicycle Step Ladder

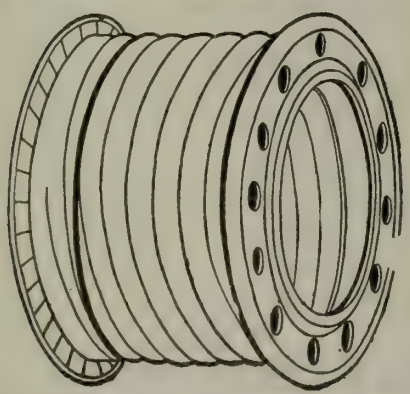
But get the right kind. Our Bicycle Ladders combine solidarity with lightness, being perfectly safe and yet easily moved, and are fitted with silent and easy rolling running gear.

Give us the measurements and particulars of shelving of your store and we will quote you our price for installing a bicycle step ladder to meet your requirements and to match the interior of your store

Hamilton Brass Mfg. Co., Ltd., Hamilton, Ontario.

Montreal Office—327 Craig Street West

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD. PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

KEEP WIDE AWAKE!

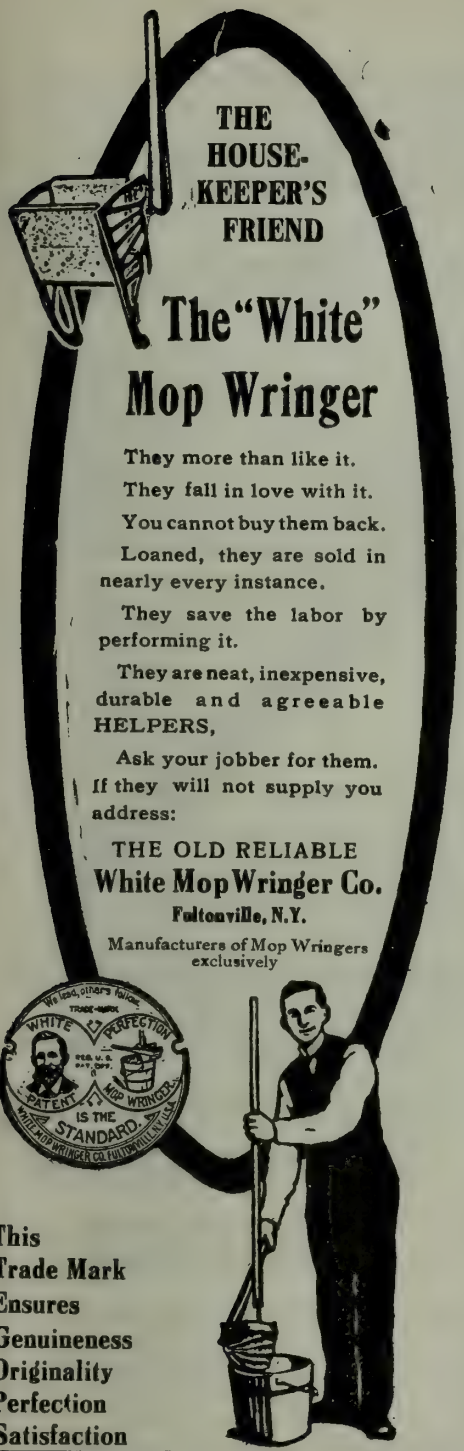
Your nearest competitor is very much alive to the chances of getting your trade away from you, but you will have a powerful lever to move business to your store and **to keep it there,** if you carry

New Era Paint

This paint keeps its colour better, lasts longer and covers a greater surface than many higher-priced paints. It is pure and moderately priced. Get our prices.

Standard Paint and Varnish Works Co.

WINDSOR, ONT. LIMITED





OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

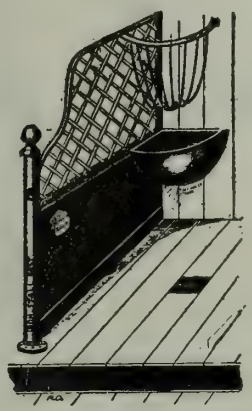
JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

When writing advertisers kindly mention having seen the advertisement in this paper

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED

GUELPH, ONT.



SMART SALESMEN

by this first class German Painting Brush Firm WANTED in all the most importantcommercial towns in Canada. Applications, accompanied by photo and references, to be addressed to

R. L. STERKEL

RAVENSBURG, WURTEMBERG, GERMANY

F. E. MYERS & BRO.

ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS

guaranteed by our reputation for fair dealing.

The name means "QUALITY"

LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

TORONTO Gendron CANADA

INVALID CHAIR



The divided leg-rest chair shown in the cut has wheels and metal work of steel and malleable iron, has a frame of best hardwood, while seat, back and front, are of cane webbing. The comfort and ease that it brings to the invalid and the splendid wear, resulting from the use of sturdy materials, make it a readily-sold chair.

The Gendron Mfg. Co., Limited

DUCHESS STREET, - TORONTO, ONT.

Superiority and increased strength of

Cochran Pipe Wrench

Instantly recognized by all practical men.

Longer life, no failures, and less cost for repairs—stand for economy.



Results for w hich all railroads and large users of pipe wrenches are striving.

Cochran Pipe Wrench Mfg. Co., Chicago

Canadian Branch: 70 George St., Ottawa

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.



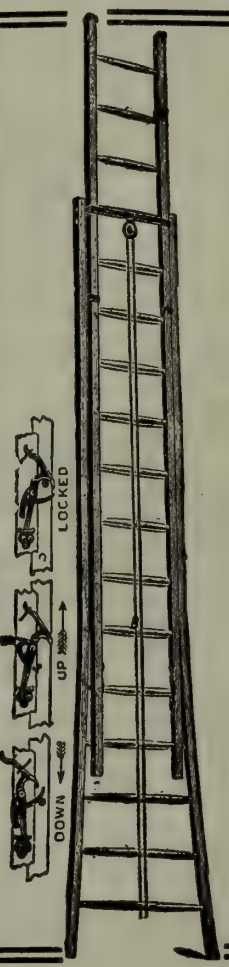
They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write

THE R. McDOUGALL CO., Limited

GALT, CANADA



An Easily Operated, Strong and Serviceable

ROPED EXTENSION

LADDER

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

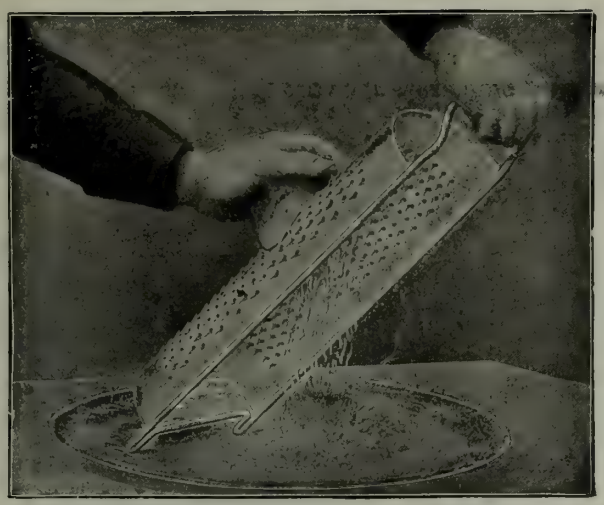
It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The Stratford Mfg. Co. Limited

Stratford - - Ontario



The "GILMORE" Grater

PATENTED

This Grater is superior grater and does far better work. The rasping surface in an ordinary grater consists of rows of jagged holes with no clearly defined cutting edges.

In the "GILMORE" the holes are so punched that they present a series of sharp cutting edges all pointing UPWARDS, so that the grating is all done on the forcetul DOWNWARD stroke, and no energy is wasted on the weak UPWARD stroke.

The work is much easier and is accomplished much quicker.

Made in halt sheet size, and sells at same price as ordinary half sheet grater.

1 doz. in a bundle **For sale by all jobbers**

MANUFACTURED BY

E. T. WRIGHT & CO., Hamiiton, Canada

(H. G. WRIGHT)

Winnipeg distributing agents—Merrick-Anderson Co., Winnipeg, Man.
Vancouver distributing agents—Macpherson & Teetzel, Vancouver, B.C.
Winnipeg agents—W. Reynolds & Co., Winnipeg, Manitoba.
Toronto agent—F. B. Wilson, 33 Maitland St., Toronto, Ontario.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

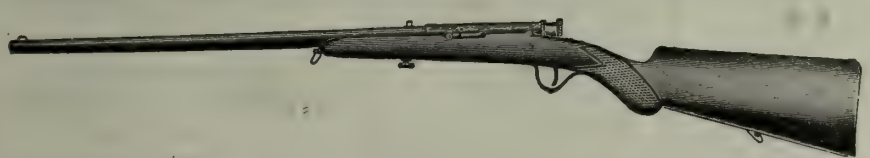
WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

THE "BAYARD" AUTO-COCKING AND EJECTING SEMI-AUTOMATIC RIFLE

Entirely new features, nothing like it made, stands alone in quality and its class. Patented in all countries. Adapted to 22 SHORT or LONG rim fire smokeless cartridges. **A High Grade Rifle at a Low Price.**



Strongest Shooting Rifle Made

"You pull the trigger, the Bayard does the rest."

DESCRIPTION.—When you shoot the cartridge the recoil automatically opens the breech block, cocks the rifle, throws out the empty shell and leaves it ready for a new cartridge. All you have to do is pull the trigger and drop in a new cartridge alternately. It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong Shooting, High Class Workmanship. Handsome Alignment, **Simplicity of Mechanism,** parts interchangeable, are the main features of the **Bayard.** It has the quick twist rifling which makes it a powerful shooter. Adapted to 22 caliber Rim Fire, Short or Long Smokeless Cartridges. Will penetrate three inches of pine, weighs about four lbs., can be taken entirely apart in three minutes for cleaning, the only tool needed is a screw driver. **The Rear Sight** is adjustable for short or long range, and the barrel tapers beautifully from breech to muzzle. The **Bayard** will shoot black powder cartridges, but black powder is not recommended as it fouls the action too quickly and necessitates cleaning rifle too often. This is the reason all automatic arms use smokeless powder cartridges. They do not leave so much residue as black powder.

ALL GENUINE "PIEPER" MADE GOODS BEAR THE "BAYARD" TRADE MARK

DORKEN BROS. & COMPANY, MONTREAL

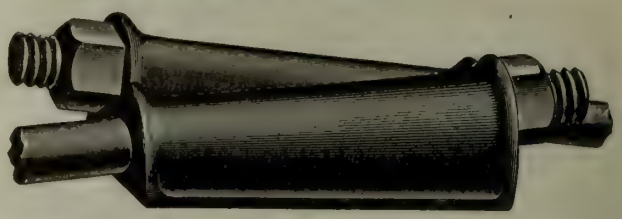
ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

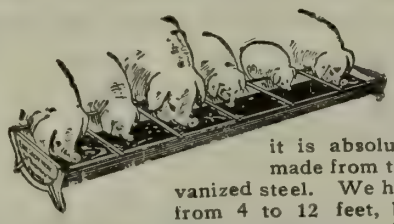
TANK LUGS



For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from ⅜ to 1½ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited, OTTERVILLE ONTARIO

Heavy Steel Hog Trough



This trough is unequalled in efficiency by any other on the market.

It cannot leak, as it is absolutely rivetless and made from the best grade galvanized steel. We have in stock lengths from 4 to 12 feet, but will make odd lengths to fit any pen to order at special prices.

ERIE IRON WORKS, Ltd., ST. THOMAS ONTARIO

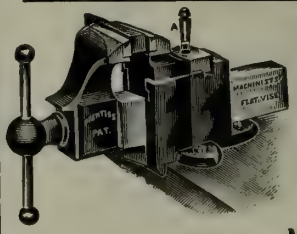
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Produot, Aocurately Maohined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada; A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain; Chas. Neat & Co., 112 Queen Victoria St., London, E.C.

THE BEST CHEAP FENCE
ON THE MARKET IS

"MONARCH" WIRE FENCE

"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout, and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

The Owen Sound Wire Fence Co.,
Limited
OWEN SOUND, - - - ONTARIO

POLIVIT

Retails at 40 cents

A Revolution in SILVER AND ELECTRO PLATE Cleaning and Polishing

POLIVIT PATENT CLEANER

Does all the work in ONE MINUTE and requires NO LABOR—NO POWDER—NO BRUSH—QUICK, SIMPLE, AND EFFICIENT, ABSOLUTELY HARMLESS

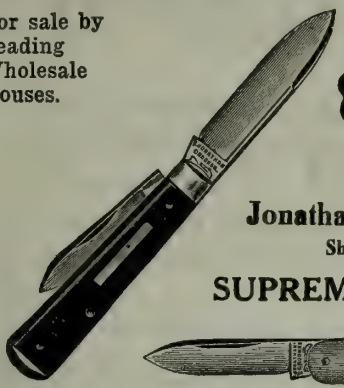
GOLD MEDAL, LONDON, 1908

Every POLIVIT sold will sell a dozen others and create an enormous demand. All the large English hotels now using it. Be sure and stock POLIVIT.

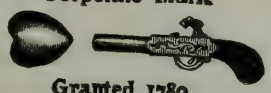
Write for Pamphlet and Prices

A. A. SHUTE, ***Fredericton, N.B.***
SOLE AGENT FOR CANADA

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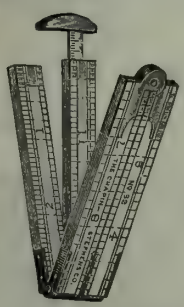
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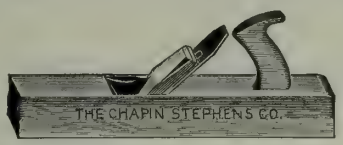


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Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
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By seeing that this exact mark is on each blade.

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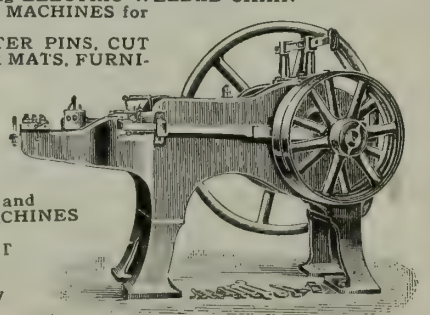
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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Battery Zincs, Fuse Wire, Wire Solder

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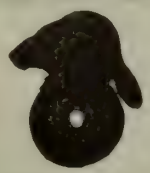
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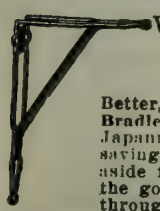
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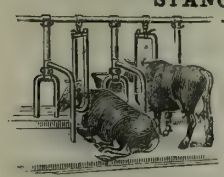


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OF DURABILITY
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No. 8 Plain Cloth Holder.
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Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

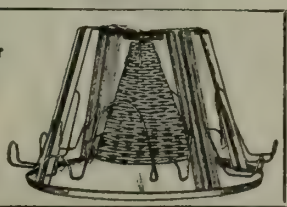
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enables the user to toast five slices beautifully in two minutes and always satisfies. It is a certain seller—write for prices.

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are unequalled for cutting and wearing qualities.



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WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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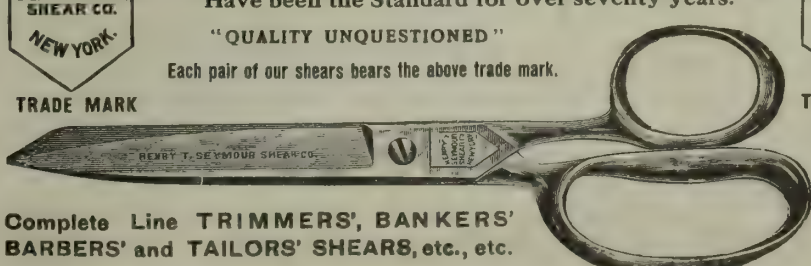
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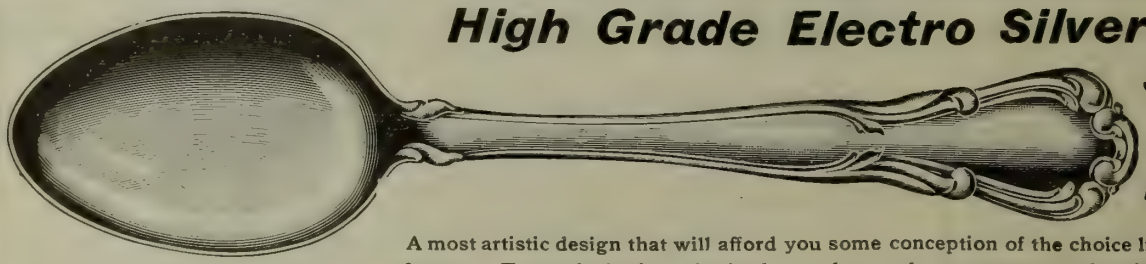
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A most artistic design that will afford you some conception of the choice lines that we manufacture. Every dealer is authorized to make good our guarantee, therefore he runs no risk.

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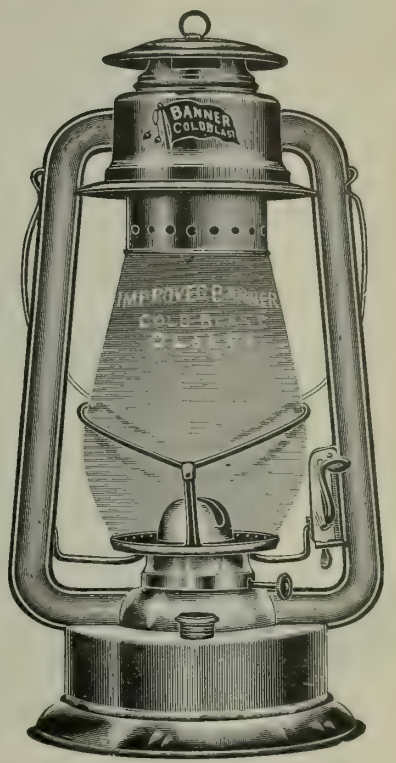
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We Recommend the "BANNER"

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It will last longer,
Has Patent Automatic Lift Lock,
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Burns fifteen hours longer than others,
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is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

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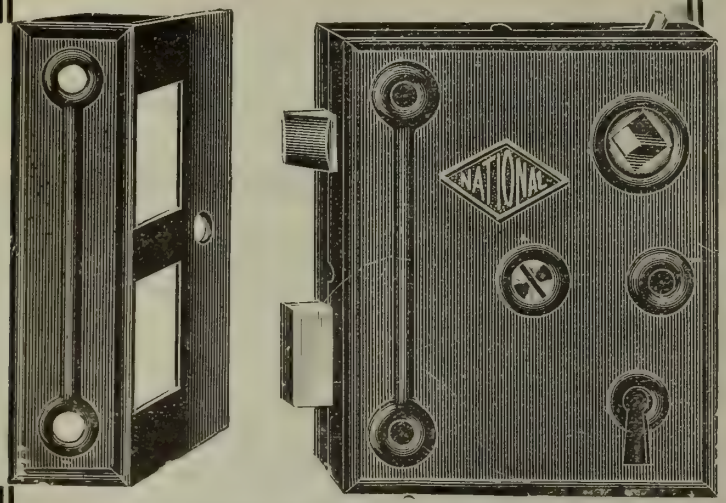
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NATIONAL STEEL RIM LOCKS

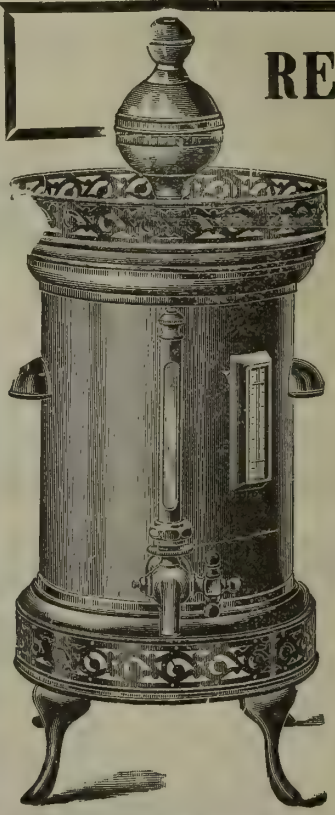
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ORILLIA ONTARIO CANADA

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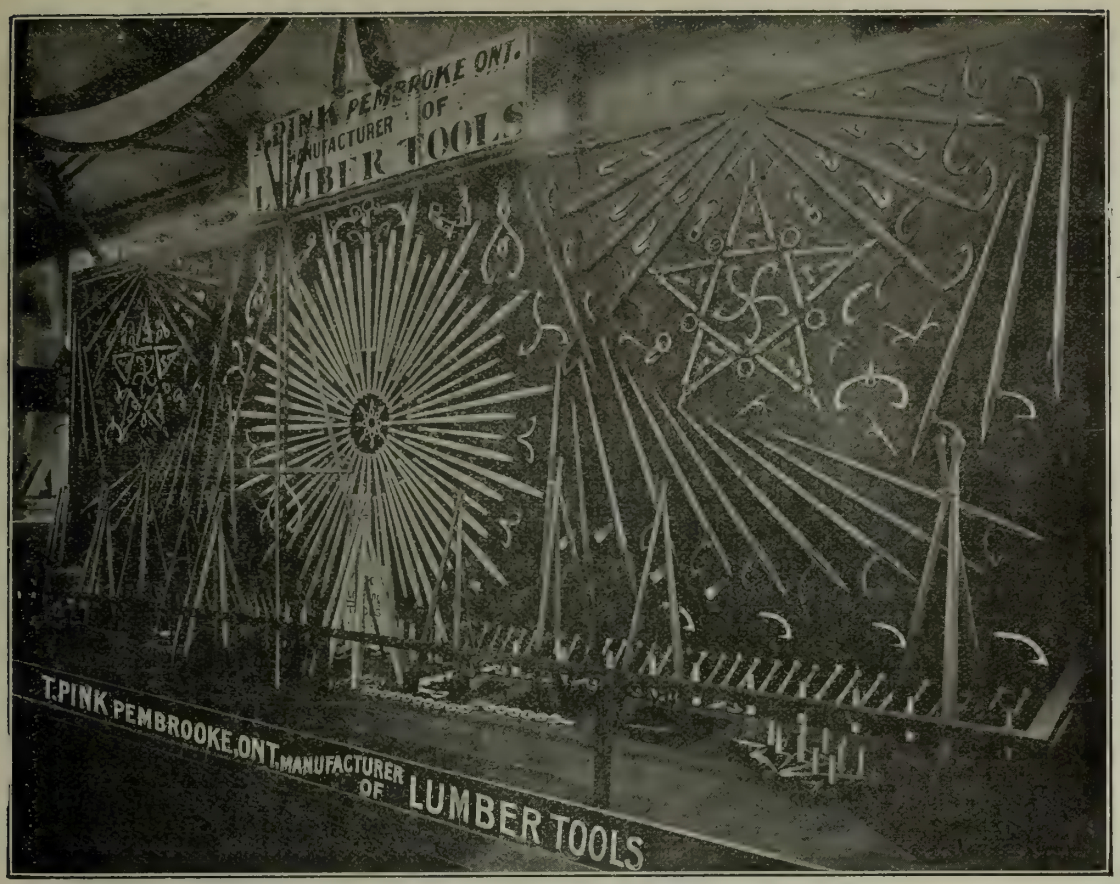
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We manufacture all kinds of lumber tools.

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W&B

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Complete Stocks Carried in Montreal and Winnipeg



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Profitable Saws

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But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

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No. 190

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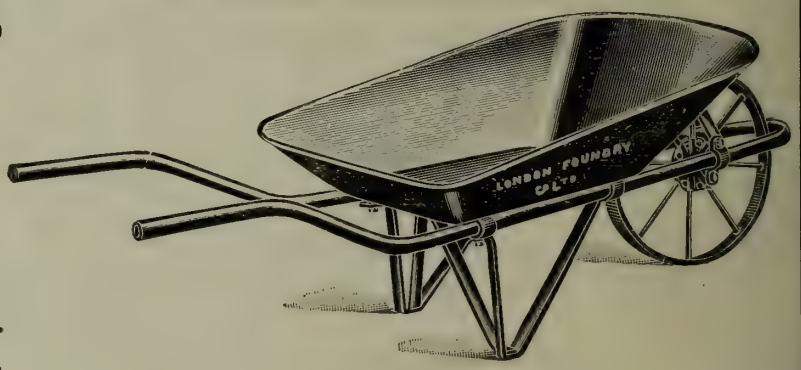
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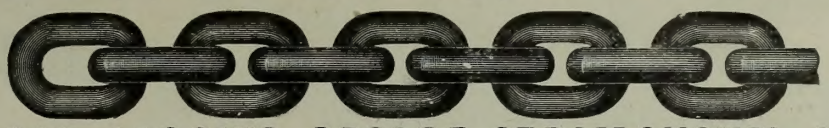
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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

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THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

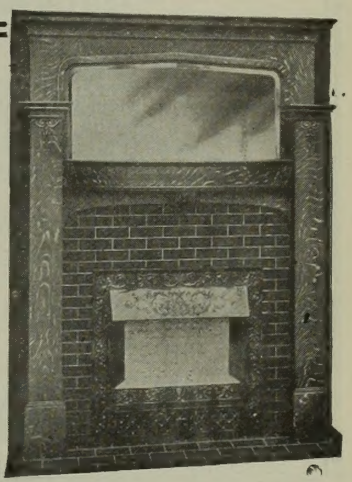
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

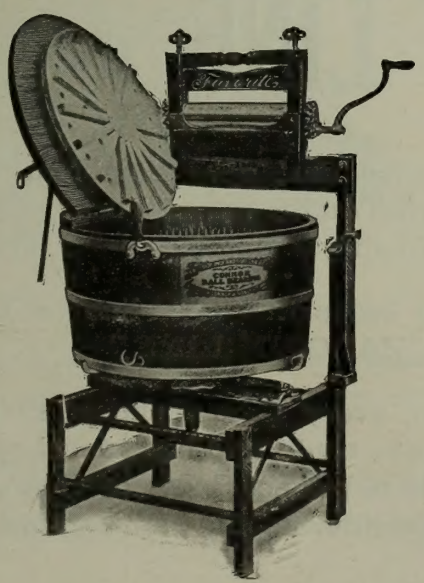
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The Barton Netting Company, Limited

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With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

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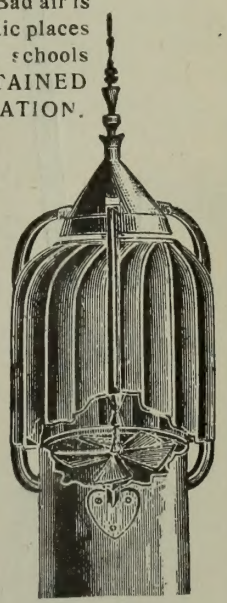
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is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



MONTREAL, JAN. 21ST, 1909

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GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

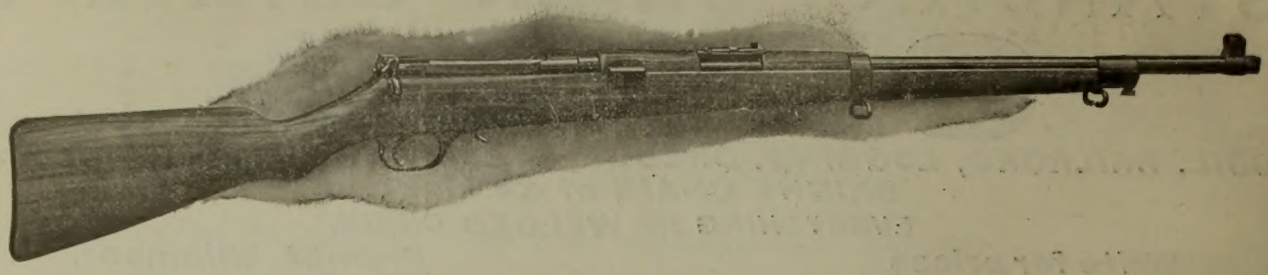
Yours truly,
EDWARD MAY,
434 Elm Ave.

Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filter, etc.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

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Increased Sales of "Ross" Rifles Will Follow the Wonderful Successes of Canadian Marksmen at Bisley

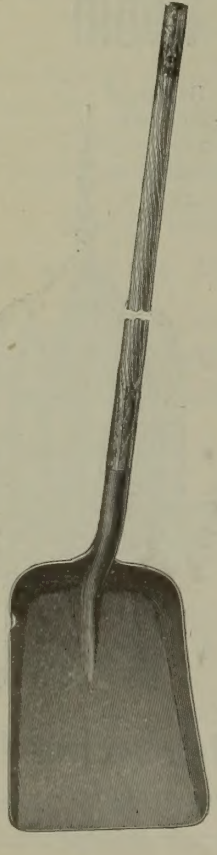
(*Canadian Associated Press*)

Bisley, Eng., July 22.—The greatest feat ever performed in the history of rifle shooting at Wimbledon, or Bisley, was that performed by Private Clifford, of the 10th Royal Grenadiers, Toronto, this afternoon. On Wednesday last the Canadian marksman won the second most valuable prize of the meeting, the Prince of Wales £100. To-day he added to it the blue ribbon of the meeting, the King's Prize of £250. Never before have these two rich prizes fallen to the same man.

The Bronze Medal awarded the leader at the end of the first stage was won this year by Corporal Trainor, of Toronto. Both marksmen used the Ross Rifle.

Dealers everywhere will see the wisdom of being prepared for increased and increasing sales.

THE ROSS RIFLE CO., Quebec, P.Q.



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Registered

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¶ May we convince you?

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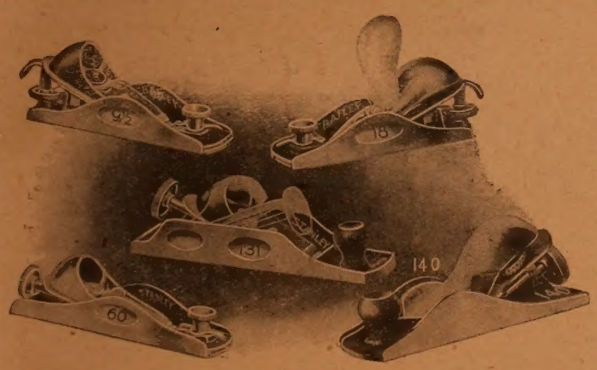
Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

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Nos. 9½ and 18 have an adjustable throat opening. The Cutters are adjustable both endwise and sidewise.
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No. 140 has a detachable side whereby the tool may be changed from a Block to a Rabbet Plane, or vice versa. The Cutter is set on a skew.

STANDARD THE WORLD OVER

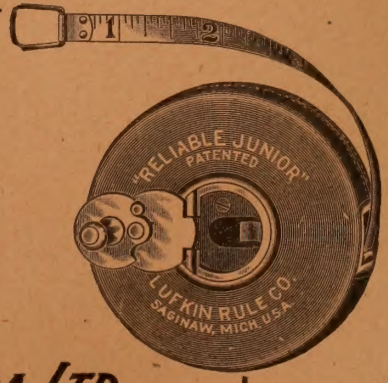
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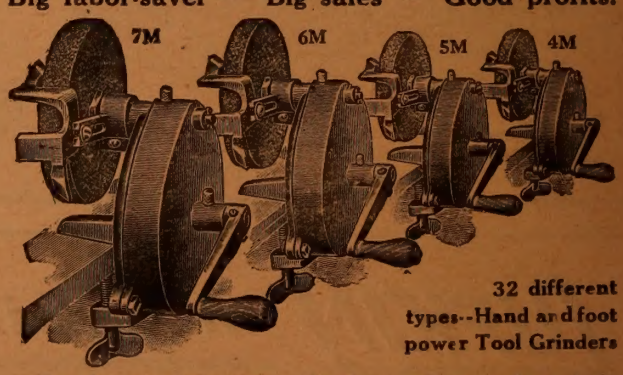
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